

11. GOODMAN ST. BRANCH LEV.
311 N. GOODMAN ST. 85599-
P. O. BOX 34032
NEW YORK N. Y.

Entered as Second Class matter
July 16, 1912, at the Post Office at
New York, N. Y., under
Postage paid to the
Leslie-Jordan Co.
243 Fifth Ave., New York

PRICE 10 CENTS

In Canada, 15 cents
Subscription price \$5.00 a year

North Goodman Street Branch

Leslie's

Illustrated Weekly Newspaper

MAY 29, 1920

VOL. CXXX No. 3371



Drawn by CHARLES SARKA

Picking the Cup Defender

By EDWIN A. GOWEY

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BUSINESS GERMANY TO-DAY—By Lucian Swift Kirtland

OLIVER HERFORD—CHARLES AUBREY EATON—ALBERT SIDNEY GREGG—BARON de SCHELKING—and the
WORLD'S NEWS IN PICTURES



The simplicity of the Doric Column, the perfect architectural design, has enabled it to endure through forty centuries of time

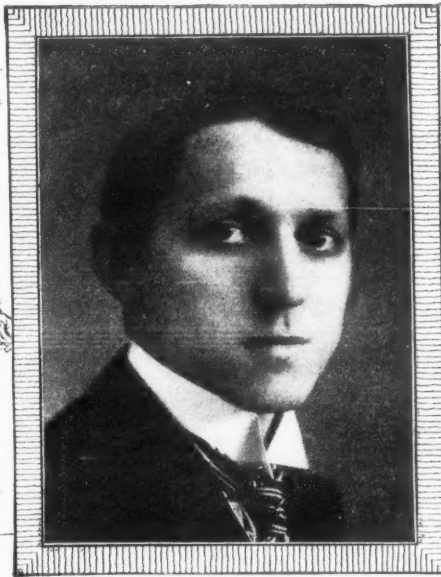
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IT was a simple thing that jumped me up from poverty to riches. As we said, I'm no genius. But I had good fortune to know a genius. And this man told me a "secret." I did with getting ahead and rich. He had used it himself with remarkable results. He was a wealthy man knew what is why he was

't surely had
I was flat
" I was
hole.

May 29, 1920

but
leap a
Prosper.

The point of it all, my friend, is that you are using only about one-tenth of that wonderful brain of yours. That's why you haven't won greater success. Throw the unused nine-tenths of your brain into action and you'll be amazed at the almost instantaneous results.

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 month."—J. F. Gibson, San
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From King to Caretaker

With Mittel Europa no longer the preserve of royalty, with thrones "scrapped" and crowns but antique jewelry, what is to become of castles such as this? Once a seat of kings—those of Bavaria—it is located amid the grandeur, the rugged magnificence, of the Bavarian Alps. Neuschwanstein Castle is the name by which this reminder of feudalism is known. A link with the days when a noble's power depended oft upon the impregnability of his house

hold, its strategic position, such a castle on such a dizzy pinnacle meant the labor of serfs by thousands in the dark years we call the Middle Ages. And now? With its towers and embattlements, will it become the "week-end" home of a war-made millionaire? Or will it be commandeered by the state as a rest resort for the sick and needy of the cities, a destiny which has overtaken several royal residences to date? The King is dead! Long live the —?



Leslie's Illustrated Weekly Newspaper

JOHN A. SLEICHER

Editor-in-Chief

SIDNEY R. COOK, Managing Editor

THE OLDEST ILLUSTRATED WEEKLY NEWSPAPER IN THE UNITED STATES

ESTABLISHED DECEMBER 15, 1855

CXXX

SATURDAY, MAY 29, 1920

No. 3371

10 CENTS A COPY
\$5.00 A YEAR IN ADVANCE

Published by the LESLIE-JUDGE COMPANY
225 Fifth Avenue, New York City

Business Germany Today As the Germans See It

By LUCIAN SWIFT KIRTLAND

EDITOR'S NOTE—This is the first of two articles by Mr. Kirtland on Germany's getting down to work, or is she not? It tells the story as gleaned from the German viewpoint. The second article will treat of the situation as seen through American eyes.

TO get down to brass tacks (brass tacks "Made in Germany") is Germany getting down to work, or is she not? As a business concern, is she a going one? But alas for an attempt at simple directness! This question cannot be answered without first commenting upon it. I came to Germany with every intention of stressing every inquiry along the line of "strictly business" questions—with the hope of avoiding politics with as much elbow swing as possible. For results I might as well have come to buy rubber hose or to sell an oil painting of Clemenceau to the German chancellor. If any one thinks he can talk about business in Germany without having to listen to politics—well, let him come over and try it for himself.

I had the idea that the American business man would like to hear something about actual business conditions. I still have the idea that

are very thorough. In some ways that is our chief virtue but I sometimes say to my colleagues, "We are too thorough. We overdo." May his insight be the heaven to permeate the nation!

The truth of the trouble and the trouble of the truth is that there is so much of really solid fact in the eternal repetition that politics and business economics cannot be separated at this time in a discussion of Germany. Also, there is a real connection between the spread of Bolshevism and the lack of raw materials and food. And again, you cannot isolate the business situation from the Peace Treaty situation. The German arguer cannot be denied these first premises.

Granted, then, that one cannot escape, one then wishes to get some real meat, to get away from the merely parrot-like repetition of set statements—that is, to talk with men of intelligence and experience and who occupy a sufficiently important niche in business and politics to be within the creative circle of ideas, to talk with the very men who have formulated the *credo* for the congregation.

Out of the various interviews which I have had, two might well be selected as falling within the class specified in the preceding paragraph. One was with Herr Dr. Albert, of the government, and the other was with Herr Dr. Walter Rathenau, acknowledged to be Germany's foremost man of business.

Chancellors may come and chancellors may go, as may the cabinets over which they rule, but in the Reichskanzlei in Wilhelmstrasse sits Herr Dr. Albert. He is called by many the brains of the government. He preserves no eight-hour day, and takes no holidays, but, to all appearances, he thrives on this diet of work. In in-between half hours of cabinet wrecking and cabinet making and the suppression of revolutions from the Right and the Left, I have had two or three chances to talk with him. In the beginning he repeated carefully the formal German *credo* regarding the economic situation of Germany under the Peace Treaty, but afterwards he answered other questions.

"Whilst it is the task of the historian to study the past and to analyze its dominating forces, it is the task of the statesman to learn its lessons and to remove the causes which



Mr. Kirtland preparing to leave Berlin in an airplane for a visit to the recent wonderful Leipzig Fair.

he has the right to that desire. He and his government are being asked to help in one way or another in European reconstruction. But you have to submit to a full political exposé, and it is as wise to submit first as last. You can't whistle away a tornado. The only hope is to have a flint-like determination to go through the preliminaries and to save a little strength for a final round of particularities.

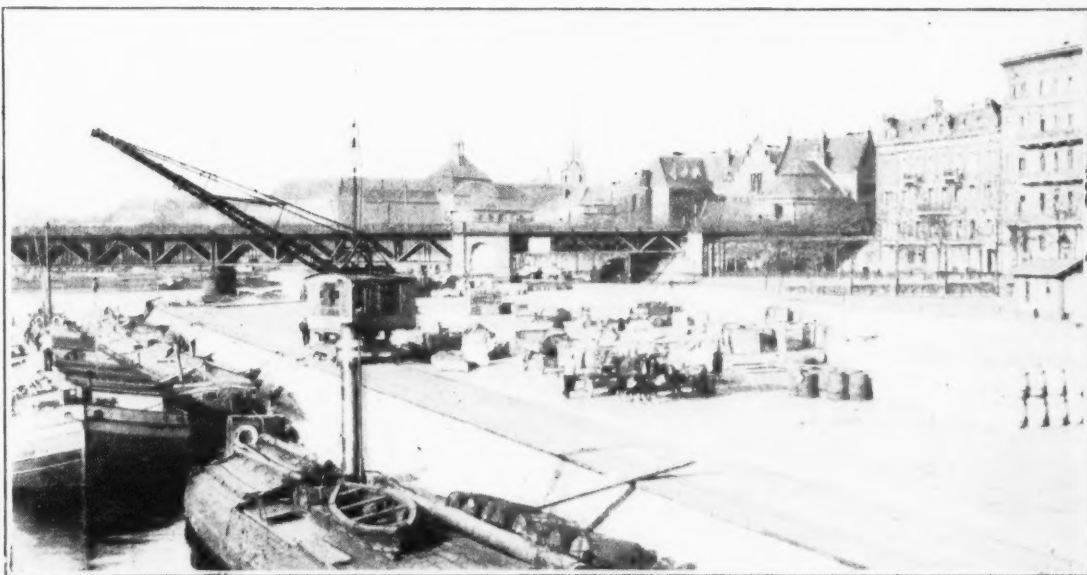
If one stops to buy a newspaper and by way of a good morning greeting to the vendor hazards a "how's business?" the answer will be: "Business situations cannot be separated from politics. You must understand the one or you cannot understand the other. Germany submitted to the armistice under the conditions implied in President Wilson's Fourteen Points. We acted in good faith. But was the Peace Treaty formulated on the basis of the Fourteen Points? Without revision the Treaty will crush economic Germany. We are helpless without raw materials. Germany must be given the chance to live. We must have foreign credits so that the people can go to work. Otherwise Bolshevism is inevitable. If Germany succumbs to Bolshevism, the credit of all Europe will be undermined, and America cannot escape in the end."

And you merely had intended to ask whether his stack of papers was being sold to his satisfaction!

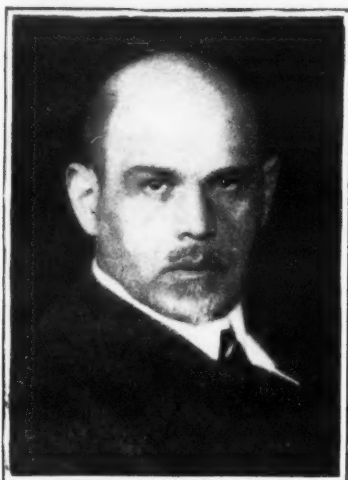
If this be an exaggeration, may I be confined in a dungeon and be compelled to listen to a phonograph repeating these very words ceaselessly for thirty days.

It is as if some walking delegate had visited every inhabitant of the new republic with a complete set of Chautauqua instructions on the subject.

A member of the government said to me, "We Germans



A view of the wholesale business section of Berlin on the Friedrich Karl Ufer, along which are many of the great office buildings of the German concerns, such as the German General Electric Company, which for years before the war were famous for their world wide activities. This part of the capital city lies within a five minutes' walk from the Reichstag.



Herr Dr. Walter Rathenau, head of the "A. E. G." the German General Electric Company, and one of Germany's strong men.

have shaken the foundations of public life," he began.

"Trying to express the present state of the German people in one short formula, one might say, 'The German people are ill, owing to years of malnutrition and owing to the loss of habit of productive working.' The essential task of German statesmen within the immediate future must, therefore, be to procure for the people adequate foodstuffs and to bring them back to productive work.

"In the present situation Germany cannot attain this through her own strength. She must rely on foreign assistance. Having lost through the Peace Treaty vast and most fertile territories, she is not in a position to nourish her own population. We are in need of foreign credits in order to procure to our people sufficient food for regaining the physical qualification for work. We require foreign credits to obtain certain lines of raw materials without which our industrial establishments must all stand idle, as already many of them have been for some time. Remove malnutrition and idleness and you will remove thereby the psychological basis for further internal strife.

"The chief preliminary for the restoration of our credit abroad would be that the extent of the financial burdens imposed on us by the Treaty of Versailles be finally limited to definite figures and, moreover, that this limitation should not surpass the measure fixed by a reasonable consideration of our entire economic situation. Thus far hatred and revenge have worsted considerations of reason.

"If, with its boundless economic resources and with the immense respect which it commands all over the globe, the United States would insist upon freedom and justice being granted also to the German democracy, it would then procure to the latter the necessary space to move in for the rebuilding of its economic forces."

"But at this immediate time," I interrupted, "before there can be, if there is to be, a modification in the economic clauses of the Treaty, the American business man is being asked to help in today's critical situation—to furnish credits for raw materials and food. But any business man asks certain questions before he goes ahead. Otherwise he would not stay long in business. What, for instance, is the attitude of the German Government toward American investments in Germany? You may wish them opportunistically, but what about the future for the investor? Should such investments be soundly encouraged? Will they eventually be hampered and restricted?"

"Germany must have foreign aid, but there is a division of opinion as to the nation from which such help can be best secured. One party in Germany favors England, and for this reason: There is evidence of a movement in Great Britain advocating thorough assistance to build up Germany, to take us in economic charge. It has always been the historic policy of the English first to destroy the military effectiveness of an opponent and then, with carefully directed aid, to build up that same opponent under her own economic tutelage. The German party favoring this source of aid says, 'We must have assistance. Let us avail ourselves of this well-known British policy. Let us secure ourselves under the British wing.'

"But if American aid is at all forthcoming, this government fully realizes that American aid will be far more disinterested, that it will be on the basis of 'business for business' sake. That is the opinion which will prevail, and I can assure you that the German Government will give every encouragement to American business and to American investments."

"It is very unlikely," I said, "that there will be any further American Government loans to Europe, but private enterprise may find encouragement to extend credits. Under the present uncertainty what guarantee can there be that credits to Germany would be a good business risk?"

"I think that recent events have proved that the government of Germany is politically stable. We have had assaults from the Right and the Left, but the sound desire of the German people for a truly democratic government has triumphed unmistakably. For 'security' and 'mortgage' the real asset for the business future which makes Germany 'a good business risk' is the natural industrial capacity of the German workman, his desire to work, together with the inventiveness and resourcefulness of German business management. Germany's power of production will make America's doing business with Germany good business. There is nothing in the world which promotes good relations so much as doing good business with a man."

"What will be the economic influence on German industry through the entrance of the people into politics? Will production increase or decrease?"

"We can not compare present conditions with before-the-war conditions. We must compare them with after-the-war conditions. For a time the people will be paying more attention to politics than to anything else. That is natural, it is healthy. Everybody will be talking. Of course there will be time lost from work, but the fact to acknowledge is that under their own government the people are working, and will work, and that they would not work under a militarist, monarchistic government. Unless you knew

Germany before the war, you can not now appreciate how tremendous has been the change in feeling against the old order. This hatred towards the uniform of authority may temporarily have swung too far in the other direction, but I have faith in a sensible readjustment."

This led me to ask what he thought would be the probable influence of the "workers councils," or as they are sometimes called the "shop stewards." These stewards are representatives chosen by the employees of a business who virtually "sit in" as members of the boards of directors of the business concerned. This new system is perhaps the most radical change inaugurated in the business life of the nation by the entrance of socialization into the machinery of the government. The system includes the national network of unions, together with the pyramiding system of labor councils starting with the local committees and terminating in the ultimate committee at the top. Some business men denounce the whole scheme, root and branch, declaring the end of any hope of prosperity if it continues. Others say that they see a future good that will come from the increased education of the workmen in the principles and details of business, and especially in the lesson in responsibility, and the fact that it is production and not wages which really makes for prosperity.

Dr. Albert explained that the system had not had its tryout, that it was in its first enthusiasm, but he did emphasize that under the present unrest the shop stewards served as valuable intermediaries, that they aided industry no less than they aided labor, for without some such system the people in their state of mind against the old order of things would not be working at all. In fact, instead of everybody doing the talking, the workers had dedicated only a small minority of their members so to be engaged. He thought the economic effect was not one to be feared.

The above views were the views of a man active in the affairs of the government. The views which follow are those of a man active in the business of the nation.

When the German industrial machine was one of the wonders of the modern world as an exhibit of well-nigh perfect business efficiency the "A. E. G." (that is, the German General Electric Company) stood as a model to its peers. Its strength was a foundation upon which a host of other business enterprises could rely. Its influence as a commercial power was a practical reality in every country. It was said, for instance, that the "A. E. G." could dictate the selling price of raw copper in the world's markets.

Trite as this observation may be, such a business does not develop through mere chance. There must be a directing genius to take advantage of opportunity. Directing the "A. E. G." has been the family of Rathenau, father and son. Today Herr Dr. Rathenau sits in his severely plain office in the great A. E. G. building in Berlin. Men come to that office from the globe's four corners. His sources of information are exhaustive. His interviews given to the German press at this time are awaited by all classes as something more than *ersatz* trifles.

It is often said by German burghers, "Herr Rathenau is the one man in Germany who should be in the government."

I applied for an interview, and with business-like promptness I received notice that the hour of five o'clock was reserved for me on the following day. At exactly five his secretary opened the door of the waiting-room. When you sit down across his desk and look into his face, you realize that he is a man of both thought and action. He is also a man of very direct speech. If he is searching for the exact diplomatic word, he at least does not let you know it. He has also, I should judge, a power of emotionalism (that is, feeling) which would allow him to move men by persuasion.

He began with the immediate thrust that he had talked with several foreigners and that he had been incorrectly quoted. "They have even explained that they could not print what I did say because it was propaganda. I am a German. I speak as a German. I can only proceed if you accept this exact situation."

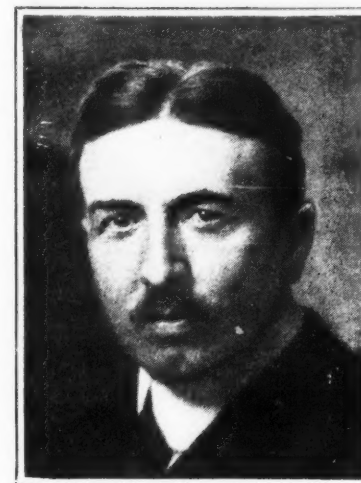
I told him that what he might say would not be altered.

"The German situation is really political rather than economic," he

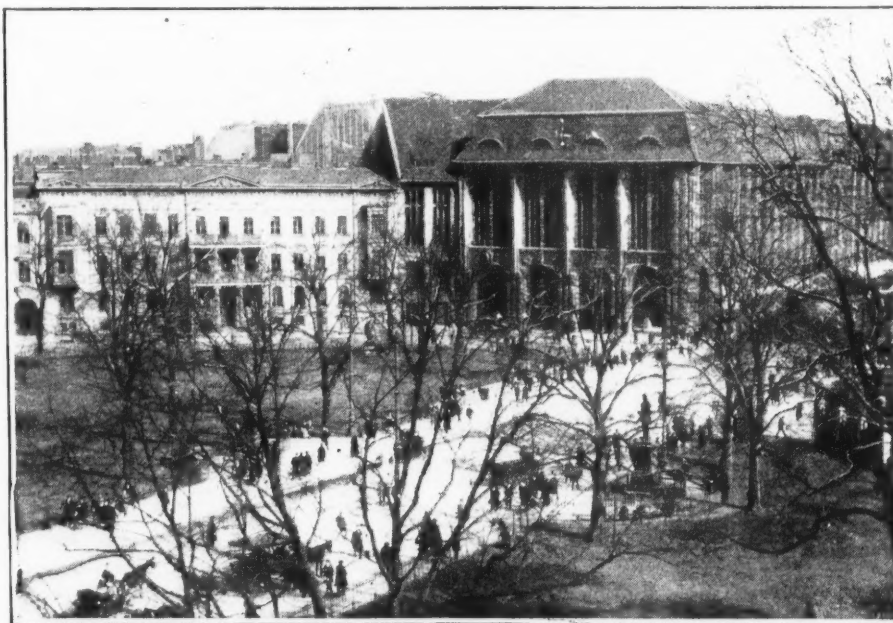
began. "That is, it is impossible to separate the two. Our precarious position of dangerous uncertainty hangs upon the Peace Treaty, which means the execution of that Treaty. It is a book of more than three hundred pages. It is difficult to understand. It is vague. It is difficult to read. In fact, who ever has read it through? However, there is a book written about the Treaty which does explain its meanings. It is the book by Keynes. It ought to be read by every one, as the Treaty cannot be understood without reading it. It explains how the Treaty has taken away all of Germany's natural resources. A nation cannot continue to exist without resources.

"That is the question. Are we to live or not to live? Perhaps that question is considered by others as of indifferent consequence sentimentally. But the fixed position of Germany is as essential to Europe as it is to Germany. Otherwise Bolshevism

Concluded on page 686



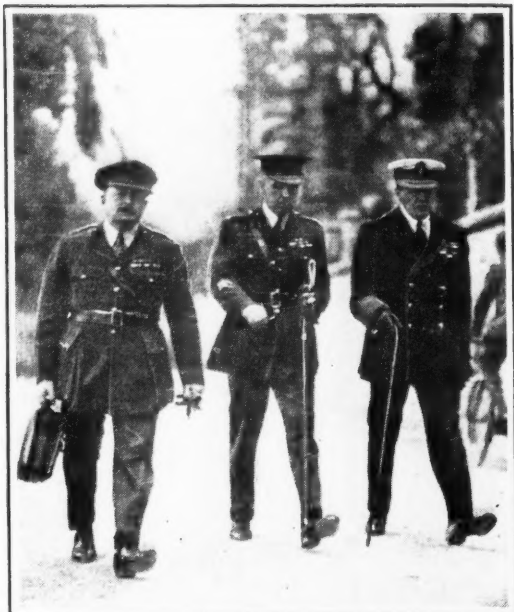
Herr Dr. Albert, one of the most brilliant men in Germany, who is called by many who know him well "the brains of the government."



The Leipzigerstrasse, the heart of the luxurious retail trade section of Berlin. The building seen near the right is one of the great department stores—one which is conducted along American lines. What Fifth Avenue is to this country, Bond Street is to London, and the Rue de la Paix is to Paris, the Leipzigerstrasse is to Prussia. There are few finer streets on earth.

May 29, 1920

The San Remo Conference: Place and Participants



Military and Naval delegates of Great Britain at the San Remo conference—Admiral Beatty and Marshal Wilson.



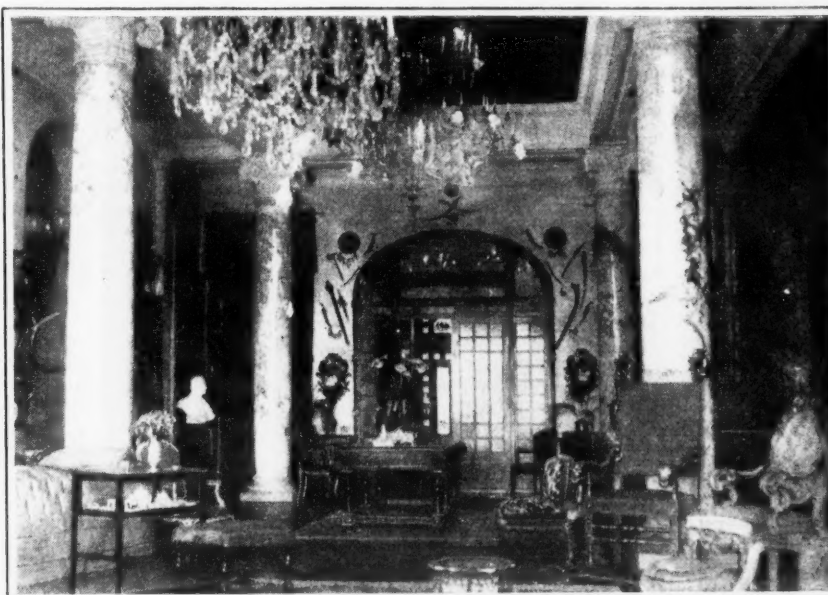
Two of "the three Fates" in whose hands was the task of harmonizing Allied interests in reconstructed Europe—Premiers Lloyd George and Nitti.



France and England in close personal touch. Marshals Foch and Wilson en route to a session of the San Remo conference.



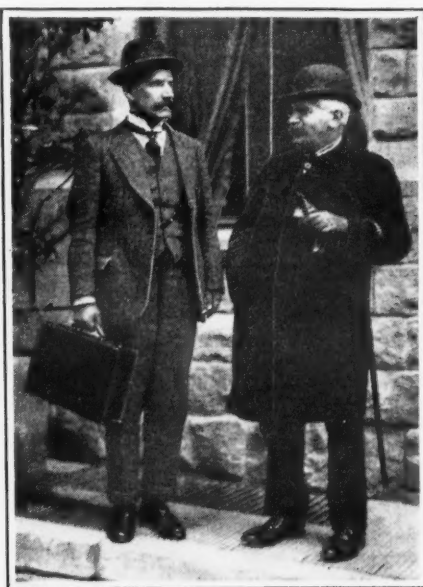
Exterior and main entrance of Villa Devachan, San Remo, where the Allied leaders and representatives of the uniformed forces met in cross-table discussion. Lloyd George termed it a "paradise." Germany did not.



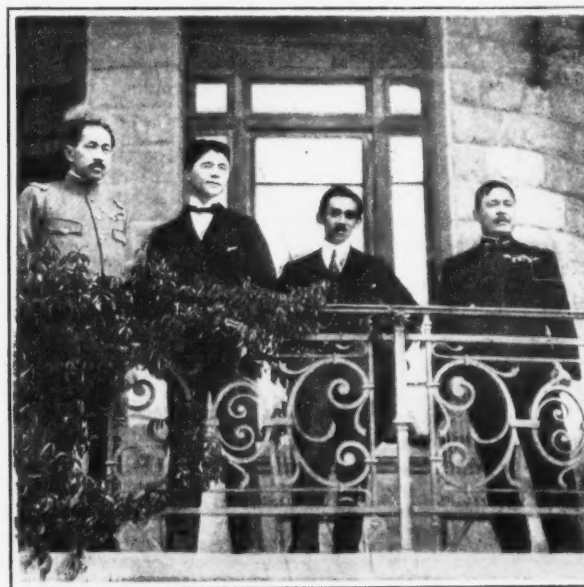
Elaborately furnished apartment in the Villa Devachan, San Remo, adjoining that in which the Premiers met. In the center is the celebrated table of D'Annunzio. The house itself is set in the midst of gardens.



General Badoglio, Italian military representative, sets off to striking advantage the uniform of his country. Accompanying him are two of his personal aides de camp.



M. Millerand, Premier of France, takes the proceedings with less seriousness than does his secretary.



An impressive quartet from the Far East. The Japanese Mission, including military and naval attaches, on the balcony of Villa Devachan, San Remo.

EDITORIAL

JOHN A. SLEICHER,
Editor

"STAND BY THE FLAG: IN GOD WE TRUST"

CHARLES AUBREY EATON,
Associate Editor

To the Republican Convention

YOU meet under the shadow of a great national crisis. No Party Convention has ever been charged with more serious responsibilities or confronted with more baffling problems.

You hold in your keeping the immediate destinies of a hundred millions of your fellow citizens and your decisions will affect, for good or ill, the whole world.

Your task is to select a fit candidate for the most important elective office in the world and to develop a program which, under his leadership, shall rebuild our shattered institutions upon a foundation of sanity, justice, and peace.

The War has bequeathed us an appalling heritage of social unrest and economic waste and political confusion.

Since the Armistice the tragic collapse of the present administration has left us with no plan of national reconstruction.

Racial, sectional and class animosities have poisoned the public mind, confused public opinion and weakened the authority of government.

Everything is upside down. Wise men are controlled by fools. The strong are exploited by weaklings. Workers toil that slackers may enjoy unearned ease. The majority is silenced by the clamor of minorities, led by demagogues and organized for the destruction of what other and better men have created by toil and thrift. Statesmen are displaced by noisy wind-bags armored in ignorance and posing as social saviours.

Back of all this stands the real American People. Uncounted millions of simple, sturdy, God-fearing self-respecting men and women, who are less anxious about establishing their rights than they are about doing their duty; who are guided by good old-fashioned American common-sense in public as well as private affairs; and who are shortly going to bestir themselves in the business of plucking their country out of the unworthy hands of self-appointed class dictators.

These are the people to keep in mind when you select your candidate and build your platform. The others will disappear in due time, swallowed in the quicksands of their own weakness and credulity. But the real American people are going on to finish their day's task with honor to themselves; to work the tested institutions of their country in the interests of all its citizens; and to discharge their recognized obligations to their neighbors in other lands.

In your choice of a man for President of these United States be sure that he is this kind of an American. Otherwise you will throw your country into the hands of its enemies and our present distress will prove to be but the prelude to unimaginable ruin.

PAY no attention to the radical or the reactionary. Doubtless both will be on hand ready for business and knowing exactly what they want. But the real American people who do the work and pay the bills and manage to keep things going in spite of silent bosses and vocal agitators are neither radical nor reactionary. They give and take; pay a hundred cents on the dollar, and do the best they can with things as they are. Usually they keep in the middle of the road and they travel at a steady pace rather than by fits and starts. They are strong for minding their own business and they are a bit cold toward grandiose theories warranted to usher in the millennium by the simple process of substituting a perfect shadow for an imperfect substance.

If you can find a man who will command the respect and merit the confidence of these homespun American folk, you need not worry about his making good even under the hard conditions of the immediate future.

Sixty years ago a Republican Convention nominated Abraham Lincoln, an untried man, for the Presidency.

Distraught by sectional passions the country was trembling upon the verge of civil war. It needed a leader. A man sent from God, a real American who should incarnate in his soul the indivisible and unconquerable soul of the Nation, brooding ever in the depths, far beneath the surface turbulence of party hate and personal selfishness. A simple man who knew and loved and believed in ordinary every-day Americans and who could express in words and deeds their deepest thoughts and feelings. A strong man who knew the Right and dared to do it. A great man; great enough to stand alone, patient, serene, unfearful, ready even to give his life that Government of the people, for the people, by the people should not perish from the earth. We need such a Leader today. He cannot be found by the crude bargaining of political machinists; nor by the windy clamor of alien-minded agitators.

WHATEVER platform you may adopt, there must be no pussyfooting, or side-stepping in it. The country is sick of being fed on words and wind and of paying for costly experiments instituted by economic amateurs and political adventurers. Let us have a little real statesmanship for a change.

The United States is afflicted at this moment with very real ills which require very real remedies. You must be radical enough to lay the axe to the root of the tree and conservative enough to cut out only that which is rotten and diseased.

The new Age, ushered in by the War, has brought with it certain new emphases in the thinking of the people. To ignore, deny or evade these would be the acme of folly.

You must think and plan in line with the thoughts and purposes of the real American people. They do not make as much noise but they weigh and count more than the others. And they are giving thought as never before to the country itself in its constitution, its ideals, institutions, resources, needs and dangers; to Industry as the chief organ of civilization; and to those broader moral, economic and political relationships which bind us as a nation, for weal or woe, to all other nations.

Public opinion is bewildered and disturbed because it has been forced by the War and its consequences to consider these fundamental realities from a new point of view. Our life has always been intensely individualistic. We cannot and will not surrender this dominant individualism in thought or method, but we realize that we must hasten to develop an adequate social, national and international mind and method if we are to continue to do our part in the world's work.

We expect the Republican Convention to devise a program which shall at least point the way towards a solution of these complex, elemental problems by American methods and in accordance with American ideals.

The political structure upon which for a hundred and forty years our national progress has been securely foundationed is now the object of formidable assault; from within by the alarming expansion of executive autocracy and bureaucratic inefficiency, coupled with a practical rejection of the principles of representative government; from without by a growing denial of the principles of majority rule, by alien revolutionary agitation whose avowed purpose is the destruction of our Republican form of government, and by greedy class interests which seek by brute force to obtain special class privileges.

The issue is clear. Shall our American Constitution continue to prevail as the instrument

of our national life; or shall we substitute for it a mongrel hodgepodge of alien theories? Shall we retain a government of laws enforced by the enlightened public opinion of majorities, or must we submit to a personal dictatorship of minority groups enforced by terrorism? To insure the former we must put only Americans on guard, and give them American weapons with which to fight.

IN spite of the unhappy fate of Mr. Wilson's League we do not propose to become a hermit nation. Nor have we a special hankering for any form of "splendid isolation." We want to do business with the world and have the world do business with us. We are ready to play the game according to the rules. Only when we go abroad we propose to wear our own clothes, attend to our own business and make our own decisions as to our international duties. Just as we need to lift our domestic relations up out of the muck of revolutionary controversy, so we must bring our international relations down from the clouds and give them a human quality as befits work-a-day people in a work-a-day world. And we hope that after next March when an American citizen goes anywhere in the world about his lawful business he will be assured of the unqualified protection and support of his own government.

There is no doubt that the Industrial problem is full of dynamite. For this reason you will be sorely tempted to walk around it. But if this issue is not soon settled by justice, statesmanship and common sense it will settle itself by explosion. We are ready at least for preliminary negotiations as to a settlement. Capital and labor have been educating each other for a long time and the rest of us have paid for a good many high-priced lessons in recent years.

We are ready for an authoritative definition of the rights and duties of both Labor and Capital. And we are also prepared to define and defend the higher rights and duties of the Nation itself.

INDUSTRY is an instrument of civilization, not its master. Labor and Capital are both alike servants of the community. Wages and profit are what the community is willing to pay for service rendered and both are paid out of production. The employee enjoys no special rights because he is a workman, nor has the employer any special rights because he is a capitalist. They both have rights and duties because they are human beings and fellow citizens in a free commonwealth. They both enjoy under our constitution the right to life if they will earn a living by honest service; the right to liberty assured only by their willing obedience to law; and the right to the pursuit of happiness even though they never overtake it, provided that in this pursuit they do not run over and injure their neighbors.

The people of this country are ready to support a truly national Labor Policy which shall be broad enough to cover the whole industrial field and give equal justice not only to Labor and Capital but also to farm and school and church and home and every other form of constructive social service.

If in your united wisdom you can construct a platform of principles and policies which shall serve to bind up the nation's wounds; reunite its warring interests and classes; bring us back to social, economic and political sanity, and give us once more a workable, national, industrial and international policy, and if at the same time you shall select for us as leader a man of vision, wisdom and moral strength, you will have earned the undying gratitude of a great people who wish only to establish justice and good will.

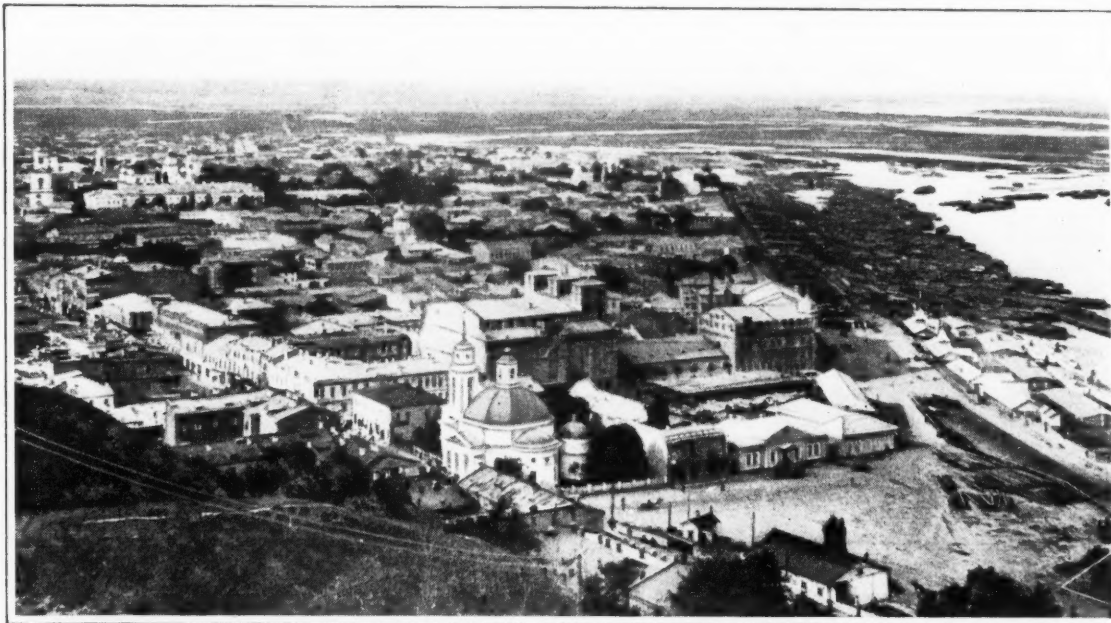
Pictorial Digest of the World's News

The Poles Take Kiev

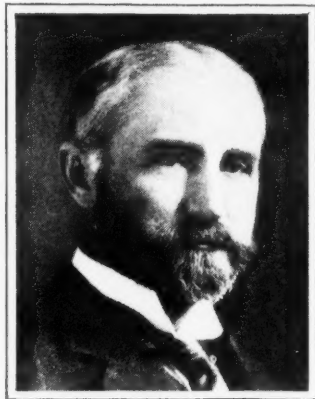
ONCE more the city of Kiev is in Polish hands. At least it is as this is being written. Tomorrow the "Bolshies" may again be in possession. Cities along the Polish-Bolshevik border have a way of changing hands suddenly. The fall of the city was preceded by two days of desperate fighting which terminated in a Polish victory when an enormous number of well served guns were brought up. Kiev is situated on the right bank of the Dnieper River, about 624 miles southwest of Moscow and 270 miles north of Odessa. It is divided into three principal parts—Old Kiev, the upper town, Petchersk, which contains one of the most famous monasteries in the world and some interesting ancient fortifications, and the low-lying business quarter of Podol, a picture of which is reproduced on this page. The chief industries of the city are sugar refining, milling, distilling, the manufacture of tobacco, paper, chemicals, machinery, hardware, etc. It forms one of the chief centers of the Russian beet-sugar trade and deals heavily in grain, live stock, and timber. Its population is estimated to be about 700,000. In 1569 it passed, with Lithuania, to Poland, and became Russian in 1668. In November, 1905, following the grant of a constitution by the Czar, there were violent disturbances in the city and an enormous number of Jews were massacred.

"Imitation Research"

DR. HENRY SMITH PRITCHETT, President of the Carnegie Foundation for the Advancement of Teaching, has created a sensation in collegiate circles by declaring that great sums have been expended by American colleges and universities upon "imitation research" and that before appealing to the public for new funds on an enormous scale they should render an account of their expenditures during the last twenty-five years. Coming at a time when various educational institutions are seeking endowments totaling over \$600,000,000 his criticisms, contained in his annual report, are creating much interest. According to Dr. Pritchett, not only has much money been wasted upon so-called research that is unproductive but also "college salaries have been diluted enormously by the tendency of most college faculties and governing bodies to bid for students by extending the curriculum over the whole field of knowledge, a process which means a great increase in the



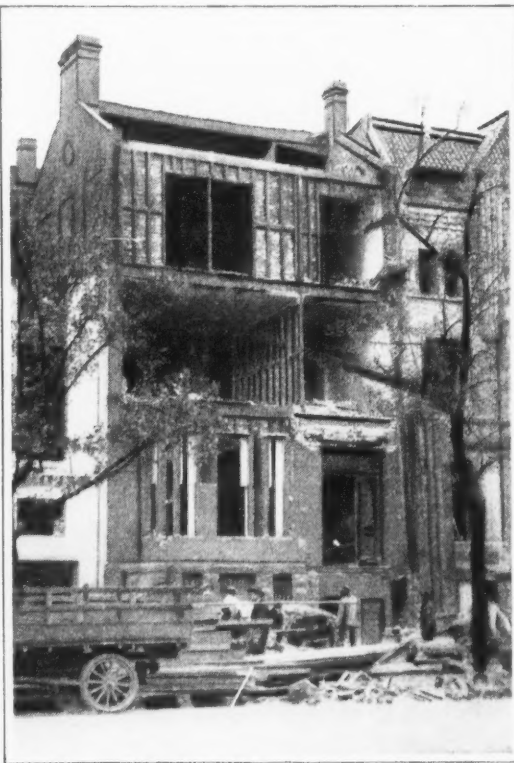
A portion of Kiev, "the mother of Russian cities," which was captured by Polish and Ukrainian troops and which the Bolsheviks have been fighting hard to retake. This is the Podol section, the city's low-lying business quarter.



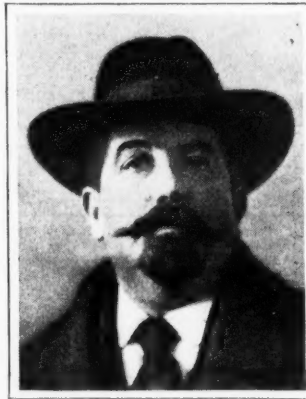
Dr. Henry Smith Pritchett, President of the Carnegie Foundation for Advancement of Teaching, who claims that American colleges have spent vast sums on "imitation research," merely wasting money.

The Fate of a Nation's Gift

FOLLOWING his heroic exploits during the Spanish-American War, Admiral Dewey was given a charming home in Washington by the nation, the necessary funds being raised by popular subscription in every state in the Union. Shortly after the presentation the famous Admiral caused a storm of criticism by deeding the building to his wife. It was afterward transferred to his son, George Dewey, and a little later still was sold by the Admiral's heirs. It is now suffering the fate of so many fine old homes—making way for a larger, more modern structure.



The house at Rhode Island and Connecticut Avenues, Washington, which was the gift of the nation to Admiral Dewey, as it appears today. This famous mansion was sold by the Admiral's heirs and is now being torn down to make room for another structure.



Lucien Jouhaux, known as the "Czar of French Labor." He is the head of the French Federation of Labor which was dissolved by the Government when scores of strikes threatened the life of the Nation.

number of teachers and the consequent leveling down of salaries," and in many institutions important branches of study are taught by ill-prepared and ill-paid teachers as a result. "There could be no more wholesome contribution to education today than to ask our universities to take stock of themselves before appealing to the public for funds on an enormous scale, and no process would be more helpful to the profession than to ask the governing bodies of these institutions to render a sincere and critical statement of the results obtained in education in our higher institutions by the expenditures of the last twenty-five years," says Dr. Pritchett in his report.

Premier Nitti Resigns

GRAVE labor troubles and outbreaks have occurred in various sections of Italy lately. For much of this "unrest" Premier Nitti received the blame. The Premier's policies were bitterly opposed by the Socialists, who resented his firm handling of the situation;

and the Catholics, insisting that he had been far too lenient with the lawless labor elements, were equally antagonistic to the man who has been regarded as one of the three first-rate statesmen in Europe today. It was, therefore, not surprising that the great Italian's Cabinet was finally forced to resign. Signor Nitti became Premier when Orlando was forced out by the failure of the Italian delegation to secure all of its demands at the peace conference.

The French Solve a Big Problem

WHEN the General Federation of Labor in France, which has been behind many of the strikes that have been crippling France lately, flung down the gauntlet to the Government, Premier Millerand very promptly accepted the gauge of battle by dissolving the gigantic organization. In addition he ordered the issuance of warrants for the arrest of the extremist labor heads and deliberately challenged the organized labor of France to do its worst. For months there has been trouble all over the country. It was brought to a climax when Lucien Jouhaux, the head of the Federation, ordered a general strike of the electrical and water-works employees of Paris, which, had it taken place, would have plunged the capital city into darkness, deprived it of its water supply, and greatly intensified the danger of riots. Jouhaux on hearing of Millerand's action promptly fled.

Pictorial Digest of the



This picture furnishes a most satisfactory explanation for the passive manner in which the Turks have received their unwelcome guests in Constantinople—several thousand Allied troops, who are

in the "Heart of the Islamic World" to see to it that the terms of the Peace Treaty are carried out. The fighting vessels seen in the harbor are from England, France, Italy and America. It would



Dr. Alexander Hamilton Rice, who has just returned from South America, bringing a thrilling story of an encounter with almost white cannibals who, he believes, were last seen by Ensign Bobdilla, a Spanish explorer, in the year 1763.

Cannibals in South American Wilds

IT is not necessary, as many suppose, to journey to the jungles of Africa or certain far-off islands in the Pacific to find cannibals. Very excellent ones are to be found much nearer, according to Dr. Alexander Hamilton Rice, the explorer, who knows whereof he speaks, owing to the fact that he recently encountered some 200 of them in South America. It was while mapping a small island known as Raudaul Guaharibos, seven days' journey from his party's base at Esmeralda, Brazil, that Dr. Rice had his adventure. He was with Indian guides at the time, and the savages, who averaged well over six feet in height and were nearly white, saw him about the same moment he saw them. Shots were fired at them and a few fell dead. "In all my years in the jungles I have never seen such a ferocious group of men," said

the explorer. "Nearly all of them were armed with bows and arrows, and many carried spears and blow-guns." The cannibals kept on the trail of the intruders for four days, but finally gave up the pursuit when they discovered their inability to inflict casualties on their enemies. Dr. Rice is confident that he rediscovered the legendary white, or near-white, cannibals which have been seen only once before by outsiders—when Ensign Bobdilla was making explorations in 1763 under the direction of the Spanish Government. He says that they apparently possessed no boats or canoes, and were therefore forced to pursue the party along the river bank.

A Great Flying Feat

MIAMI, Florida, and New York City have become less than a day's traveling distance apart as the result of the feat performed recently by a "flying boat" which flew from the Southern city to the nation's metropolis in 15 hours and 35 minutes. The flying boat—"Aero Limited 4," a Curtiss machine—was piloted on the journey, the greater part of which was in a driving rainstorm, by Harry Rogers and Sidney Schroeder. Edward P. Bohn, a mechanic, also accompanied the craft in its record-making flight. Had it been possible to carry a larger supply of gasoline it would have been quite easily possible to make the trip without a single stop. As it was, only 400 gallons could be taken along and it was necessary to halt for a few minutes at Morehead City, North Carolina, in order to secure more. The flying boat is equipped with a 400-horse-power Liberty engine and has a wing spread of sixty feet. It is to be used in future as a passenger carrier, flying between New York and Boston. The company which owns

it is the one which has been operating lines between Miami and Bimini, the "wet spot" which is nearer than any other to Florida.

Turkey Takes Its Medicine

ON May 11th the representatives of the Turkish Government in Paris received the treaty prepared for the "Sick Man of Europe" by the Allied nations. The perusal of that carefully drawn up document must have proved a most disagreeable task, for, although it was by no means as drastic as some had



Aero Limited 4, the Curtiss which recently flew from Miami, Florida, to New York City in 15 hours and 35 minutes. The machine, which carried three men, made only one stop during the trip—at Morehead City, N. C.—and reached New York easily.

f the World's News



require only a few shells to raze the Sultan's palace (the prominent white edifice on the left), and it is predicted that the Turks will continue to be excellent hosts. The three destroyers anchored to-

gether on the left are the *Cole*, *Dupont* and *Biddle*, of our navy. The occupation of Constantinople does not, unfortunately, settle the Near Eastern problem, and the diplomats are expecting trouble.

hoped it would be, its terms are extremely humiliating to the Turks. Constantinople is to remain a part of the Sultan's realm, but henceforth it is to be occupied by a small international force of Allied troops. A similar guard is to garrison the straits of the Bosphorus as a guarantee of free passage through the Dardanelles and the Sea of Marmora for the ships of all nations. With the aid of the international troops an inter-Allied commission, consisting of representatives of the principal Allied powers, will exercise supervision over the execution of the clauses of the treaty, and enforce its terms. Although President

Wilson suggested that part of northeastern Thrace be given to Bulgaria, Thrace in its entirety was awarded to Greece, which also receives Smyrna and its hinterland, extending to a depth of approximately 100 meters and a breadth of 200 kilometers.

The Revolution in Mexico

THE flame of revolution started by the State of Sonora was not long in developing into a roaring conflagration which swept swiftly over the Republic of Mexico, relentlessly drove President Carranza from his capital, and incinerated the government which had been formed after the fall of Huerta.

As this is being written the former chief executive of the southern republic is a fugitive near the town of Rinconada, surrounded by General Obregon's forces. For days a series of battles have been going on, with the capture of the former president becoming daily more imminent. Rinconada is in the State of Puebla, about half-way (very roughly) between Mexico City and Vera Cruz. Following the complete collapse of the old régime a new government, with Adolfo de la Huerta, governor of the State of Sonora, at the head, was formed by the revolutionists. It is believed, though, that de la Huerta will not become president, but that some one else—perhaps Antonio Villarreal, one of the in-



Looks like old times, doesn't it? On this occasion the boys—Marine "Devil Hounds"—are boarding the United States transport *Henderson* at the Philadelphia Navy Yard, from which 1,000 of them sailed recently for Key West to be ready if they are needed in Mexico.



Estrada Cabrera, whom the revolutionists recently forced to resign the Presidency of Guatemala, leaving his country place at La Palma, near the capital. He is accompanied by Benton McMillan, American Minister, (left) and the Spanish minister (right). Note Mr. McMillan's gun.

tellectual directors of the revolution—will be chosen to rule the republic.

Guatemala's Ex-President to Be Tried

THE defeated leader in a Central American revolution is generally by no means in a position to have his life insured. For this reason the position occupied by General Estrada Cabrera, former president of the Republic of Guatemala, is not at all an enviable one. As a result of the fact that he was unable to defeat the revolutionists who recently turned things topsy-turvy in his country, he now finds himself a prisoner awaiting trial for a number of alleged crimes. He is—or he was, rather—a strong man with numerous enemies, and his trial will undoubtedly prove interesting. Following his capture by the revolutionists just outside of Guatemala City, the capital, he "abdicated."

The King of Book Agents

A Sketch of the Life of a Great Salesman Who Says: "Success is the Giving of the Greatest Possible Service and the Getting of the Greatest Possible Joy in Doing the World's Work"

By ALBERT SIDNEY GREGG

IT is difficult to realize that R. C. Barnum of Cleveland, Ohio, is "king of book agents" in America, and perhaps the leader of his kind in the world. He is mild-mannered, quiet-spoken, unassuming and comparatively young. He reminds one of a college professor. Yet this man has personally canvassed in many States, and trained over 25,000 agents. He owns or controls six subscription book companies and uses a trainload of paper in publishing just one of his books for one season. In addition to the foregoing he has organized subscription book publishers for the purpose of promoting co-operation and raising the standards of the business.

Before Success Came

In 1907 Barnum walked into a shoe-store in Cleveland and asked for a job as a shoe clerk. When the question of pay was raised he offered to work three weeks for nothing. But the proposition was rejected, for some unknown reason. Previous to this incident Barnum had been a book agent, and after his rejection by the owner of the shoeshop he made up his mind to go right on selling books—a line in which he had been very successful. Just nine years after his offer to sell shoes for nothing and board himself, he cleared over \$80,000 in one year as the result of a system in which he trained and used college students as agents during the summer vacation period. One of the six book companies now controlled by Barnum is the original concern for which he worked when he himself began selling books.

Barnum and his methods are so well known that many of the colleges of the United States and Canada now co-operate with him, placing training rooms at the disposal of his organizers, and in some instances the professors address his classes in salesmanship. Indeed, many of the college professors themselves sold books for Barnum when they were students. This year Barnum's force of enthusiastic young people are expected to sell two million dollars' worth of books between June and October.

Selling a Book Every 10 Seconds

This would make fifty carloads of books, or a single pile ten miles high. To dispose of this number requires the sale of a book every ten seconds, for ten hours a day, and six days in the week. Most of the books have been manufactured, and are in storage waiting orders from the student canvassers. They will all be delivered within ten days after the orders have been taken, so that the young people in the field will collect over \$200,000 per day during the delivery season. Between 3,000 and 4,000 students have been drilled all winter for the vacation campaign. They will make from \$5 to \$10 a day, which amounts to a huge sum for the season of three months. Last year the grand total earned by Barnum's college agents amounted to \$205,000.

When an eager young man or a courageous young woman undertakes to sell you a book this summer the chances are that they will use the very words that Barnum has taught them as a part of their "selling talk." Try to trip them, and they will have a ready answer, for Barnum has anticipated every possible objection that may be raised, and the book agent has been required to commit the answer to memory.

Barnum's success is the result of an ambition, an idea, willingness to take a chance at the right time, and a lot of hard work. He had to develop his capital as he went along. To use a common expression, he began business on a "shoe string," just as many other business men have done, and just as many more will do in the future. It is not likely that everybody could succeed in exactly the way Barnum did, but it is quite probable that the princi-



Some one once said of R. C. Barnum that he could sell a blind man a book of logarithms printed in Swedish. Doubtless he could; but certain it is that he never did, for he isn't that kind of a business man.

In 1907 Mr. Barnum was looking for a job in Cleveland. In 1916 his profits for the year were \$80,000, and today he is at the head of a great concern which is planning to sell two million dollars' worth of books between June and October alone. Albert Sidney Gregg here tells the remarkable story of this remarkable man.

ples he observed may be applied to any line of activity.

For instance, when he decided to start out for himself he did not try to find something entirely new. On the contrary he took an old, well-tried and widely known article, and added a few improvements. He had been selling a book of recipes to farmers, so he conceived the idea of compiling a book of recipes that the farmers themselves had discovered and used. His idea was to make a book so good that he could boldly say to all buyers: "You may return the book at the end of a year, and get your money back if you are not satisfied." The idea was a huge success. In commenting on this method Barnum said:

"There are not many new things in the world, but there are a lot of good things that can be put together to form a better combination."

Knowing that Barnum has had a wide opportunity for studying the elements of success, I asked him for his views:

"At a meeting of our men some time ago we got into a discussion of the real meaning of success," he responded, "and for my own satisfaction I have worked out a definition. 'Success is the giving of the greatest possible service and the getting of the greatest possible joy in doing the world's work.' It is very important to get the right attitude toward what we call work. It is very easy to think of work as drudgery—an evil thing to be avoided, but that is not the way to look at it. Many times I have talked with college boys about their plans for the future. In so many instances they say that they expect to teach school, practice law, or become doctors, the underlying idea being that the purpose of an education is to help a fellow to escape toil. They seldom think of college as a place where they can prepare for better work on the farm, or in a shop, store or an office. If a man can catch the vision of service as the master motive of life, he need not take a second thought about profits, for the man who will serve the world cannot help making money. What I mean by service is to make and sell things of positive value to the buyer. A blacksmith who does a good honest job of shoeing horses or mending a wagon is more of a success than is the man who makes more money in some other line by cheating his customers. So in building up and training our force of agents each season we have a great deal to say about personal development and service as supreme motives.

How to Be a Good Salesman

"I do not agree with the pessimistic saying that 'the people love to be humbugged,' and that a 'sucker is born every minute.' It matters little whether you are handling books, automobiles, insurance, or general merchandise, the principles I am advocating hold good. They also apply with equal force to people who are selling their personal services such as men in a factory, stenographers, bookkeepers, clerks, and even to the boss himself.

"In hunting for a job you stand a much better show if you are presentable in appearance, have a confident bearing, and can look your prospective employer directly in the

eye. Even in getting along in your present employment and in winning a promotion or a raise in your pay the qualities I have been discussing are all important. Know yourself, know what you can do, state your claims confidently, and show your prospect that it is to his interest to buy your goods.

"Knowing how to judge values is a quality of great importance. Many failures can be traced to weaknesses at that point, especially inability to sense the real value of money, time and opportunities. But the big thing for a salesman is to know what the other fellow really needs and wants—not what he *thinks* he needs or wants—and then be prepared to supply that need.

"There are five leading motives which control human conduct, and if you would influence men to do what you want them to do, you must make a careful study of these motives. They are: Desire for money, the demand for utility, a feeling of pride, a sense of caution or self-protection, and the love of pleasure. No matter what you are selling and no matter what you may want a man to do, you must appeal to one or all of these desires. The desire for money is a controlling motive, although it may be prompted by pride and caution. Motives are generally mixed, and the great secret of winning people is to determine just which motive dominates a given individual. In one it may be plain greed. Another may be controlled by pride, and still another by love of pleasure. As a general rule the appeal to the money and utility motives are the strongest appeals that can be made to influence human conduct.

Some Excellent Advice

"First decide just why your prospect should buy your goods. Get his point of view. Make a study of his needs. Find out exactly how your article will enable him to make more money, save money, increase the effectiveness of some machine or operation, add to his prestige among his friends, protect his property or safeguard the life of man or animals, or enable him to obtain more pleasure. Then show him that to buy what you have to sell will serve his purpose and be profitable.

"Many people think of buying something as a dead expense. They do not analyze a transaction to determine just what they are gaining. It is the salesman's business to do the analyzing, and there is where the sense of values comes in. He must be prepared to present the selling points of his product convincingly.

"In appealing to the money motive one line of action is to show what the prospect will gain if he buys, and the other is to show what he will lose if he fails to buy. Some men are influenced more by fear of loss than they are by hope of gain. There is one big and immensely prosperous concern in this country that bases its selling arguments almost entirely on the fear of loss. They have worked their system down so fine that when they go after a prospect they are able to demonstrate to him in black and white that he simply cannot afford to refuse.

How to Handle a Group

"The supreme test of salesmanship comes, however, when two or three persons must be sold simultaneously, as in the case of a man and wife, and possibly a daughter or a son. This applies mostly in the sale of an automobile or a house. In such instances each individual in the combination will be affected by a different motive. If it is an auto, the man will think of cost and upkeep, the woman of looks and effect on her circle of friends, in which she will have a strong ally in her daughter. If a son is involved he will judge the car by its power and speed. In these personalities you will have a combination of the money, pride and pleasure motives, and the task of the salesman is to awaken a feeling that will unite and dominate the group and enable him to close the deal. This is usually done by concentrating on the individual in the group who controls the others."

After his rejection by the Cleveland shoe dealer, and while he was planning to go into business for himself, Barnum had an experience that often comes into the lives of ambitious men. While sitting in the office of a Cleveland attorney going over the matter of forming a company, he was assailed by doubts and misgivings. He had planned a very bold venture, and he had practically no capital except his experience, his self-confidence

Concluded on page 682

PEN and INKLINGS

by
Oliver Herford

Illustrations by the Author

A Biography of Time

IN all the Rogues' Gallery of Mythology there is no more familiar face than that of Father Time alius Tempus, alius "Chronos" alius "the Healer."

With his benevolent smile and venerable beard (and oh, what a record!), we should recognize him anywhere even without his hour-glass and scythe, if we ever met him, but we never have met and never shall meet him face to face, for like all shady characters, this illusive old gentleman is "never there"; he is always just coming or has just gone.

And we talk about his comings and goings and tell the most terrible stories about him, just as if we really believed he existed, when we know all along that he is the Mrs. Harris—or rather Mr. Harris, of the universe—and "there is no such person." It is we who come and go and Time is but the moving shadow of our coming and our going.

*"Cast on the darkness into which ourselves,
So late emerged from, shall so soon expire."*

An Interesting Book

YET in spite of the fact that old Time is a rogue and a thief, and worse than that, a nobody at all, his personal history as told by Mr. H. C. Brearley in "Time Telling Through the Ages" (published by Doubleday, Page and Co.) is a most beguiling as well as instructive book.

And this book is the history almost, one might say, the romance, of Chronometry from the first division of time into years, months, weeks, days and minutes, too, for that matter, by the priests of Babylon, thousands of years ago, to the perfected watch of the twentieth century.

Every device invented by man for telling time is described in its turn—the upright stick whose shadow marked the hours for the Cave man, the sun dial of Berosus, the priest of Bel (about 250 B. C.), the dial of Ahaz (told of in the thirty-eighth chapter of



Lime-Light Limericks

II—Shavings

*He answered to "Shavings" or "Jed,"
And he lived by his lone in a shed,
Making windmills whose wings
Were fishes and things,
Some said he had mills in his head.*

*He could look any man in the eye,
But the sight of a skirt made him fly;
No woman he'd let
In his cottage, you bet!
Then Ruth came along—and oh my!*

*Soon Ruth (with her Clara Moores
eyes)
Drove Jed to despair—and silk ties,
And flattering Hope
Buoyed him up with false dope,
The prophet Elijah likewise.*

*But Elijah was made out of wood
And as Prophet he failed to make
good;
Then Fate sent a youth
On an airplane—and Ruth
Found her lover—and Jed under-
stood.*

Isaiah), the Clepsydra or "water-thief" of the ancient Greeks and Romans, the Hour-Glass with its running sands, the Candle-Clock of King Alfred the Great, the quaintly carved stone Sun-Dials of the old-world gardens, the clumsy clocks of the Middle Ages, and the lovely but useless toys that passed for watches in the eighteenth century.

Especially interesting are the photographs of curious and beautiful watches of every country and period from the fourteenth to the eighteenth century, the originals of which are to be seen in the Metropolitan Museum of New York.

The first American clockmaker was Eli Terry. "If you had been upon a dusty country road in Connecticut about the year 1800 you might have seen a plainly dressed young man come riding with a clock strapped to each side of his saddle and a third fastened crosswise behind him." That was the way Eli Terry sold his clocks, and some of the original clocks are still running in the very farmhouses where they have ticked off the minutes of American history since the days of Adams and Jefferson.

Luther Goddard, a Massachusetts preacher, was the first to make watches in America, but foreign competition forced him to retire from the field, and Luther went back to preaching.

Then for a time the art languished—to be revived by Edward Howard, born in Hingham in 1813, who was the real founder of the American watch industry.

It was a workman in Howard's factory in Roxbury, one P. S. Bartlett who, when asked what he was doing, said, "I am working for a company which makes seven complete watches a day." Great was the merriment at this reply. "Where on earth could you sell seven watches a day," they shouted.

One company alone now makes between two thousand and three thousand watches a day.

If I were a Copper King or a Beef Baron or a Shoe Earl or anything like that, I would shrive my soul and take a chance on a number seven and a quarter halo by purchasing a copy of "Time Telling Through the Ages," for every school library in the United States.



A Lesson from England

By CHARLES AUBREY EATON

A RECENT issue of the *New York Times* carried a special cable setting forth the interesting fact that British Labor leaders are becoming alarmed over the continuous demands for higher wages in one trade after another.

The executive of the "Triple Alliance," comprising miners, transport workers and railroad employees, "has embarked upon a determined effort to break the vicious circle of high wages and increase of the cost of living."

A Parliamentary Committee of the Trade Union Congress, the Labor Party and the Co-operative Movement is to be called upon to join the Alliance in an exhaustive inquiry into the reasons for the high cost of living and to evolve a plan for its reduction.

Members of the Alliance regard this question as "the most vital affecting our social life." Their findings are to be presented to the Government with a view to the latter's taking "such action as will substantially reduce present high costs."

A Year Ago

This represents a remarkable change of heart and mind on the part of British Labor. A year ago England was seething with an ominous industrial unrest. Strike succeeded strike, each more destructive than the last. Demands of the most revolutionary character were being made upon employers and the Government. And the average Englishman was depressed with a feeling that his country would be destroyed by her own citizens who seemed to have lost all ideals of service and loyalty to the Nation. The radical element in labor supported by money, and personal and printed propaganda from Russian sources, made no secret of their purpose. They were going to nationalize the mines, railroads and other basic industries; socialize or sovietize the government; and establish a class dictatorship of the proletariat.

The country was still staggering under the frightful shock of the War. Everybody was tired, and depressed. Taxes were high; prices soaring; food and goods scarce; public opinion divided and confused and the political outlook uncertain if not critical.

One swallow does not make a spring. And it would be

misleading to attempt to prove from the facts set forth in the cable quoted above that English Radicalism has become entirely sane or that the socialistic Ethiopian has changed his skin. But there are weighty reasons for the conclusion that during the past year English workingmen have been learning that there is more in the industrial question than their philosophy had dreamed of, and a reaction has set in which promises to bring British trade and commerce back to its ancient position in the world.

Indeed this very thing is now taking place in a fashion which astonishes all observers. The most striking national achievement since the war is the industrial, social and political recovery of England. She is already beginning to reduce her enormous debt. In every corner of the world her business men are at work laying foundations for profitable foreign trade. According to a *New York financial sheet*, building in British shipyards now exceeds that in the United States by 820,000 tons. March 31st, 1919, the tonnage under construction in British yards amounted to 2,250,000. By March 31st, 1920, it had increased to 3,394,000 tons.

Major Evelyn Wrench, British Secretary of the English Speaking Union, in a speech delivered in New York on May 14th said, "The facts are that normal conditions have been very largely restored in England, that food is plentiful and even cheaper than in this country, while labor is fully occupied at wages far in advance of the pre-war scale."

England has one advantage over our country. Her population is homogeneous. Her people, whatever their class or creed, speak one language, observe one tradition and measure conduct, personal or public, by one standard. Because of this it is possible to bring the entire moral and intellectual resources of the nation to the settlement of a public problem. And when it is settled it stays settled.

The two nations have in common one possession of incalculable social value. That is what, for want of a better name, is called common-sense. The average man whose mother tongue is English is never quite able to convince himself that he can get something for nothing. He will incur all kinds of loss in fighting a condition

that he believes to be unjust or morally unsound. But his enthusiasm for a social or economic theory cools rapidly when he discovers that it won't work.

And this is what has happened in England during the past year. British Labor has had real grievances. Housing and wage conditions have been bad; in some cases unbearable. And Labor organized to better these conditions and secure redress of these grievances. It was a long, hard, expensive fight. And the fight did not go very well for Labor until the public opinion and moral sense of the Nation at last awakened to the justice of the cause for which Labor was fighting. That awakening has been one of the revolutionary facts in English life in recent years for it gave to Labor's claims a forward impulse which threatened to upset the national equilibrium. Exhilarated if not actually intoxicated by its new sense of power English Labor began to deck itself in the livery of continental socialism and sovietism. The new clothes did not fit. And after a few public appearances they have been gradually disappearing.

Our Problem Harder

In other words British Labor is coming to its senses and the first evidence of this returning sanity is to be seen in increased production; better cooperation with employers, and a new study of the relations between high wages, low output and high prices.

Here in America our problems are complicated by the polyglot character of our laboring population. More than half of the workers employed in American industry are foreign born and this element is divided among a score or more of nationalities. We have a fixed tradition, that any man can succeed in this country if he will work and save and use his head as well as his hands. But this wholesome tradition is submerged just now by a flood of social theories imported from continental Europe which propose a short cut to affluence. They would substitute mass and class action for individual effort; agitation and legislation for honest work; sabotage for sweat; terrorism for cooperation.

This is one of the chief reasons why we are making

Concluded on page 68

A Bolshevistic Paradise

By BARON EUGENE DE SCHELKING

A SHORT while ago I received two letters from Russia, one from Petrograd, dated February 9th, and the second from Moscow via Helsingfors, dated March 16th. The writer of the letters is a young Russian officer, a member of the league for the regeneration of Russia who had the courage to get into Soviet Russia, under an assumed name, and to stay there for some time. The society he belongs to has for its object an assembly which would decide the future government of Russia. All political parties are represented, with the exception of adherents of autocracy and Bolshevism.

A Terrible Picture

These letters, lately received, can serve as an illustration of the exact situation in Petrograd and Moscow, and give a correct picture of the so-called "Bolshevistic Paradise." The officer in question stayed in Petrograd during the Christmas holidays, of which he gives a touching description. The streets of the capital, formerly brilliantly illuminated, filled with many automobiles and carriages and a lively crowd of shoppers, today are deserted. The windows of the shops are dark, the signs torn, battered and floating in the wind, and the houses are deserted. There are no more sidewalks, which are too "bourgeois." Policemen and doormen are gone. The streets are covered with ice, and one could skate on them. In the middle of the street one sees a little fire, around which a few pedestrians are clustered. And how pitiable these miserable creatures look. Pale, with staring eyes, lean and haggard, with a fantastic garment instead of a cloak, and held together by a cord around the waist, these unfortunates have only one fixed idea—to find some nourishment and some fuel. Wood is worth its weight in gold, and the government gives only forty pounds per person in a month. Everything which could serve as fuel has been used,

wooden paving-blocks, trees in the parks, even entire houses built of timber. Whole families, no matter how many members there may be, are living in kitchens, which one heats as well as one can, and the temperature hardly goes up to eight degrees Celsius. The people of Petrograd do not undress any more; they sleep in their clothes; that keeps them warmer. There is no soap, no water. Nobody washes any more. And as for food—one is happy to get some potatoes and a piece of salted herring. Bread is rare and a bottle of milk costs 280 rubles (\$140 pre-war). Mortality has reached terrifying proportions. For instance, during December 53,000 deaths were registered. Three factories are busy making coffins, but they cannot satisfy the demand. For days, and even weeks, the dead bodies await burial, and freeze in the meantime. In a hospital at one time 1,000 bodies were awaiting burial. To find among them a beloved one was a terrible task, which took three or four days. People often die in the streets. A friend of mine, a gallant diplomat and chamberlain to the Czar, was found three days after he had starved to death in one of the capital's suburbs. Such is the terrible picture which my correspondent sends me from Petrograd of the last Christmas season.

Milk at \$50 a Bottle

The situation in Moscow is a little better, but still very sad. There one can buy, although for a great deal of money, any kind of nourishment. In the central market one can buy a bottle of milk for 100 rubles (\$50 pre-war), bread 280 rubles a pound, even meat at fantastic prices. Money has practically no value. A coachman asks four to five thousand rubles for a ride. Articles of necessity and luxuries are sold at the same place. Precious stones, paintings, valuable furniture, stolen from the palaces of the imperial family and the houses of the nobility and the rich merchants—everything is sold, so to speak,

under the nose of the authorities, in spite of the ruling of the government which permits only "soviet shops"—but the latter usually are empty. Any new arrival in Moscow is struck by the abundance of red flags on private houses and shops, which is a way to protect oneself against the commissioners of the people. There are no hotels. One finds in Moscow only Soviet inns where for 42 rubles a day one gets a shabby room full of vermin. In the evening you can go to a show, as the theaters are open and very much frequented.

There Are Profiteers, Too

The high cost of living, caused by speculation, has attracted the attention of the Bolshevistic authorities. To remedy this the formerly big merchants were forced through threats of death to help to revictual Moscow. They were promised a certain percentage of profit, and they might be well pleased with it, as often the profits surpass a million rubles a month. The poor and the middle class continue to suffer and blame the commissioners for their sufferings. As these commissioners belong mostly to the Jewish race, a strong anti-Semitic movement has developed in Moscow. The central government is very much preoccupied with this situation, but is powerless, as it cannot control the local Soviets.

Lately, for instance, during a performance in a circus in Moscow, two clowns, Bim and Bom, indulged in an innocent farce for which they paid dearly the next morning. Asked by Bim on what was resting the Bolshevik power, Bom answered: "On the brains of the Jews, on the bayonets of the Letts, and the stupidity of the Russians." Immediately after the performance, the poor fellows were arrested and they were shot the next morning.

Such is the picture of actual conditions in Moscow. How different this picture is from the one drawn by the apologists for the "Bolshevistic Paradise."



Some authorities believe that when the *Vanitie* is going like this before a spanking breeze no other yacht in the world can overtake her. She is fast in a light wind, also.

Picking the Cup Defender

By

EDWIN A. GOEWY



A number of experts—notably Sir Thomas Lipton—entertain a theory that this is the fleetest boat afloat. It is the *Shamrock IV*, England's most wonderful sailing vessel.

LET us, for the nonce, turn back the pages of history sixty-nine years.

'Tis early summer in the year 1851—June 21, to be exact. The day is fair and the skies are blue, and out from Sandy Hook into the sun-kissed waters of the broad Atlantic sails the good old schooner *America*, under command of "Old Dick" Brown, among the most famous pilots of the day, and with Commodore John C. Stevens, representing the New York Yacht Club, aboard. There is some ceremony attendant upon the departure of the craft which is to put to the test the sailing prowess of the best English boats, but probably none who bids *bon voyage* to the sturdy and ambitious American sailormen even dreams that within a few weeks their accomplishments will be such that their influence will affect international yacht racing for considerably more than half a century.

Twenty days after her departure from Sandy Hook, the *America* reaches Havre, where she is refitted; and then proceeds to Cowes, arriving there on August 1.

The English cutter *Laverock*, one of the best boats of the Royal Yacht Squadron, comes out to meet the visitor from the United States, but in beating back to port is so badly worsted that the entire English yachting world is amazed and shocked. The result of this single showing of the American craft is that Commodore Stevens can, for a few weeks, obtain no matches. On August 21, however, he is afforded an opportunity to demonstrate the real class of the *America* upon the occasion of the English squadron's open regatta.

The course is around the Isle of Wight, and when the first leg is run the *America* shows her heels in these twelve miles to everything in the fleet except four, and these, by keeping close together, keep her from passing. But as the flying craft come on the wind at the Nab Lightship, the Yankee entry soon leaves them astern. The result of the race is graphically described in a brief conversation which is destined to become a classic in yachting history. The Queen, who awaits eagerly for news of the match, learns that the *America* has triumphed. Her next inquiry is for the name of the boat which finished second.

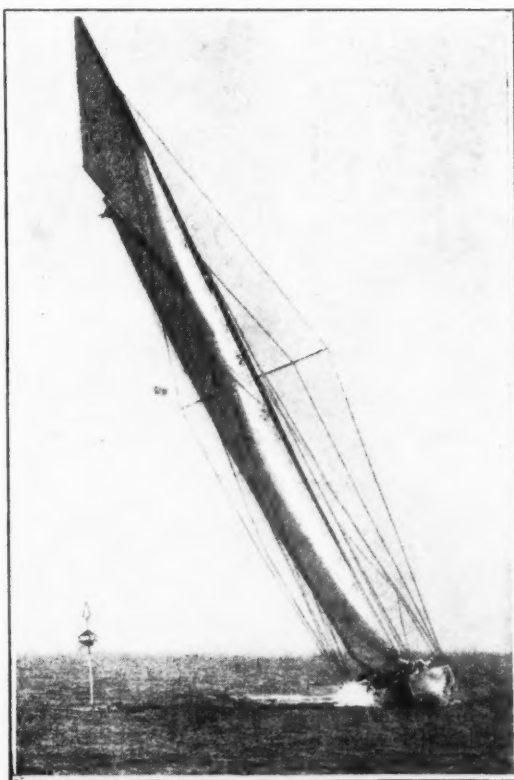
"Alas, your Majesty," replies the attendant, "there is no second."

Thus the *America* won the celebrated trophy, a cup which originally cost but fifty guineas, but which to Americans long has been of priceless value. It was not the Queen's Cup, however, as it often has been erroneously called. It was a cup offered by the Royal Yacht Squadron for that particular race. But the trophy was as splendidly won as if it had been the Queen's Cup, and the laudable efforts of the English to regain it indicate the value they place upon it.

The *America's* Cup was formally presented to the New York Yacht Club in 1857, and it was accompanied by a deed of gift prescribing the terms and conditions under which English challengers could compete for it.



The cup which Sir Thomas Lipton hopes to take back to England shortly.



The *Resolute*, the speed marvel which many American sportsmen believe will be chosen to defend the Cup in the great international races, which will be held soon.

Yacht racing really was in its infancy in 1851, when the *America* was sent to England. There were many more yachts in England than in the United States, the Royal Yacht Squadron being an established institution; but the racing game was on a comparatively low plane on both sides of the Atlantic, and international contests were entirely new.

The First Defender

The *America* was modeled and built by George Steers, a clever young designer of that day, for a syndicate composed of Commodore Stevens, his brother, Edwin A. Stevens, George L. Schuyler, Colonel James A. Hamilton, J. Beckman Finley and Hamilton Wilkes, all members of the New York Yacht Club, then less than seven years old. The principal incentive for sending the *America* abroad was that its owners wished the United States to do something which would attract attention in England while the World's Fair was being held in London in 1851.

Commodore Stevens, the leading yachtsman of his day, was a man of science and something of a designer, and had built a large sloop, the *Maria*, which proved the queen of American waters. Steers had built some remarkably fast and seaworthy boats, and Commodore Stevens agreed to pay him \$30,000 for a new racing craft, provided she could beat the *Maria*.

Built to represent this country abroad, the Steers boat was appropriately named the *America*. However, at first she appeared to be a dismal failure as a racer, and in the trials was most decisively beaten by the *Maria*. The test, though, hardly was a fair one, for the great sloop with her enormous mainsail should have been expected to beat the schooner with her windward driving power divided into two sails. Such details, however, were not seen so clearly in those days, and for a time the racing future of the *America* hung in the balance. After a time a compromise was effected and, fortunately for her backers and American yachting, the challenger was sent abroad to win everlasting glory.

After thinking the matter over for eighteen years the yachtsmen of England determined to make an attempt to recapture the trophy, and in 1869 James Ashbury, who had gained prominence in British politics, challenged for his schooner *Cambria*. In July, 1870, the English challenger raced across the Atlantic from Daunt Head, Ireland, to Sandy Hook, with the *Dauntless*, owned by the late James Gordon Bennett, and won so easily that the already high hopes of Mr. Ashbury were raised even higher. The cup race was sailed, August 8, over the old New York Yacht Club course, from Owl's Head, Bay Ridge, to the Sandy Hook lightship and back. The *Cambria* was pitted against the entire twenty-three schooners constituting the fleet of the New York Yacht Club, this condition being insisted upon because the *America* was compelled to race against the whole fleet of the Royal Yacht Squadron when she won the cup. The centerboard schooner

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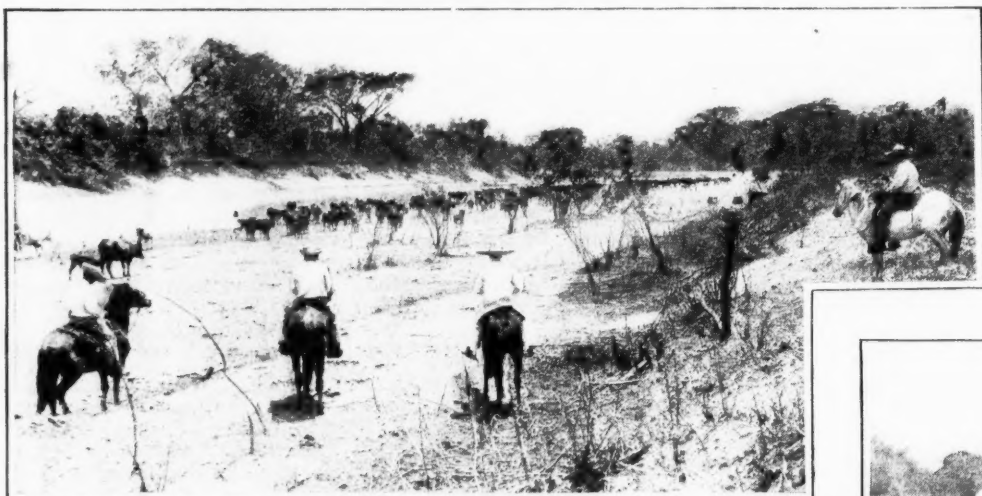
Mexico, the Boiling Point of

Torn by Revolution and Counter-Revolution Since the Neighbor Struggles Against the Fate of "a House D to the Tide of Political Fortune, Its Rich Res

Photographs by S. W. M



San Geronimo, a town in the Tehuantepec region of southwestern Mexico, a region once abounding in plantations of English and American ownership, but now in danger of recession to jungle, owing to the chaos of bandit rule. San Geronimo is the starting-point of the proposed railway to Cape Horn. An ox-cart is exercising a leisurely monopoly of the track.



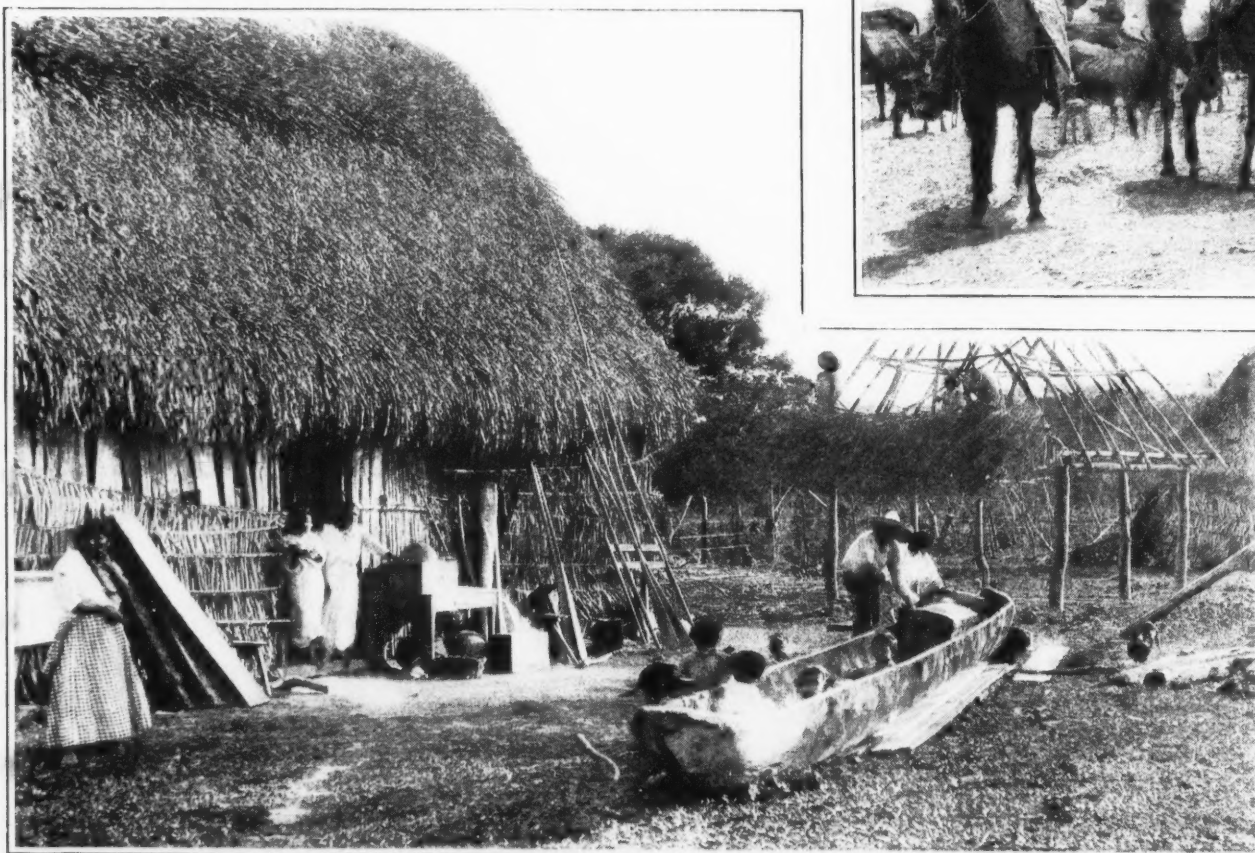
Although an area responsive to intensive cultivation, southwest Mexico is limited almost wholly to the cattle business at present, owing to chaotic conditions and the native hostility to foreigners. Formerly there were ninety plantations along the Tehuantepec peninsula. Now there are but two.



A street scene in Salina Cruz, called street by courtesy, since curbs, crowned roadway and sidewalks are all deemed superfluous, and the principal inhabitants, at the instant the camera clicked, were quadrupeds. Salina Cruz is



P. W. Summers, an American cattleman (center), who was held for ransom by bandits, and finally rescued by Mexican Federal troops. One man there is, at least, who has a good word for Carranza.



A native home (and one in the making) at Santa Lucrecia. The thatch roof is of palm leaves plentifully applied so as to resist the torrential rain of the tropics. The palm leaves are tied in layers to the framework, a job which is engaging the attention of the builder at the right.



Not everybody in Mexico is lution. For example, take this Cruz mother. Carranza or O to her; she has her baby, and n

t of the Western Hemisphere

Since the Iron Rule of Diaz, Uncle Sam's Southern House Divided," the Mass of Its People Indifferent Rich Resources Stagnate for Lack of Development.

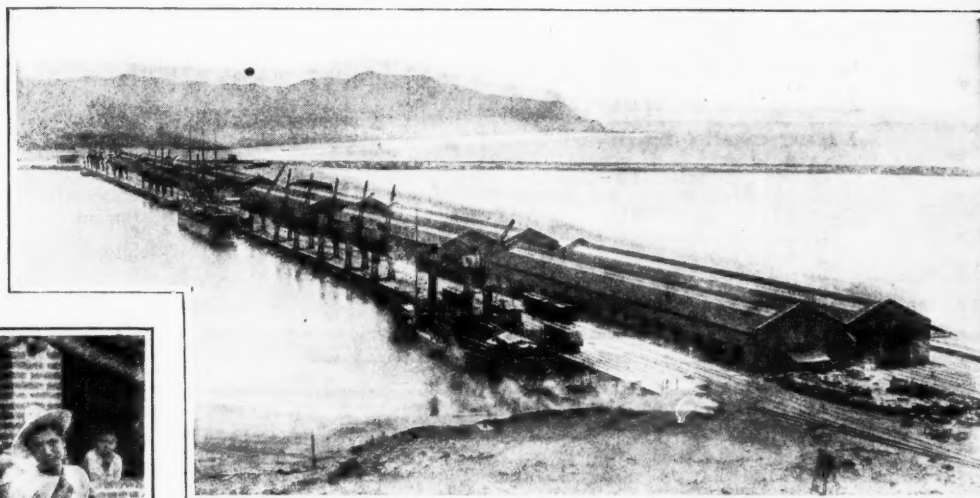
by S. W. MATTESON



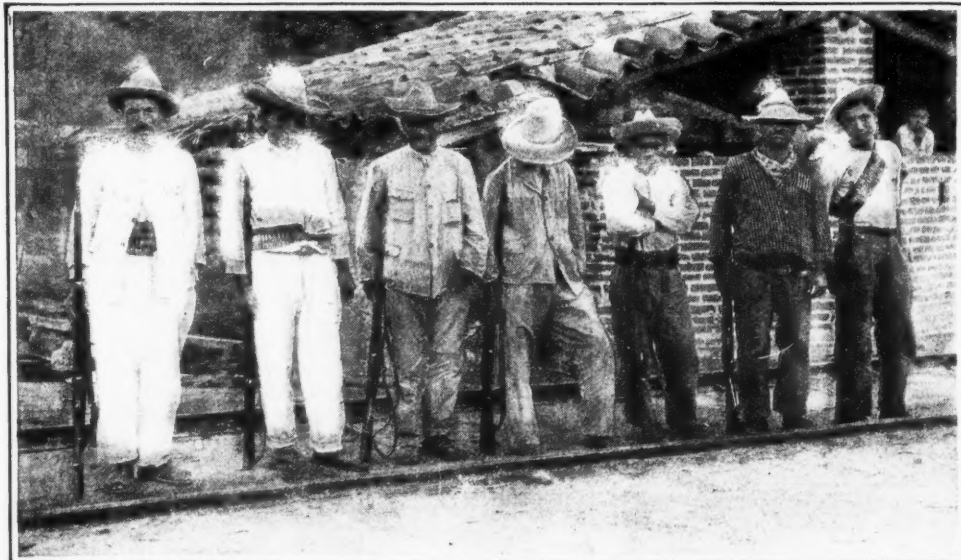
the Pacific terminus of the Tehuantepec Railway, Puerto Mexico being the latter's Atlantic end. Travel over it, however, is not recommended, as in the Tehuantepec region bandits either capture trains or blow them up.



A public market in the coast town of Tehuantepec, a view as Moorish as it is Mexican. The clatter associated with market-places is missing, the spirit of the place being typified by the man leaning against the column. The column is gradually giving way under pressure.



Breakwater, dock and warehouses at Salina Cruz, representing an investment of \$40,000,000, British and American capital, in times when from 20 to 30 trains crossed the Tehuantepec Isthmus daily. The breakwater has lately given way at several points, and the harbor is fast filling with sand.



Types of Carranza regulars, which only a practiced eye could readily distinguish from bandits. At that, it wouldn't do to be sure until the shooting began in earnest.



n Mexico is disturbed by revo-
ple, take this 13-year-old Salina
arranza or Obregon, it is all one
er bativ, and nothing else matters.

Where wagon roads are unknown, and nobody cares, the logical meeting-place of market-men and ultimate consumers is the water's edge. This is market-day at Santa Lucrecia. Upstream a trifle, it is wash day.



Instead of the pen....



The FOX seven pound Portable

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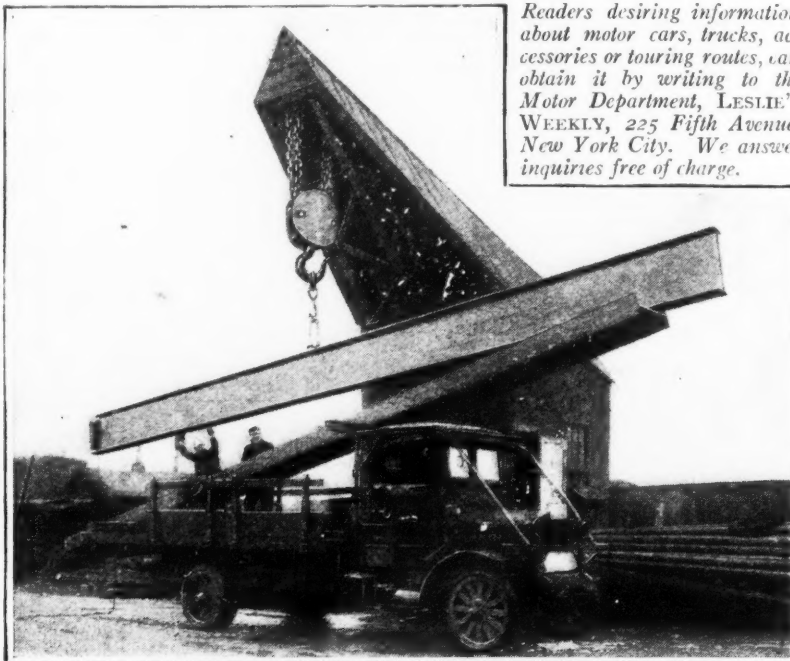
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Tires used on slow-speed trucks which carry heavy unwieldy loads should sometimes be of the solid rubber type. This truck is provided with special supports at the rear of the driver's cab to carry these unwieldy girders and increase its field of activity.

HOW TO SAVE MONEY ON TIRES

No. 3.—BRAKING AND SUDDEN STARTING

[NOTE:—This is the third of a series of articles which have been prepared for the Motor Department and which show how the tire user must co-operate with the manufacturer to obtain maximum service at minimum cost.]

IN the early days of the great Northwest, when a maverick was the lawful property of its finder, the honkeytonk the playroom of the gun-toting cowpuncher, and the marauding Sioux the common enemy of all, horseflesh was as cheap as pennies, and the latter had no value at all.

In those days of slab-sided towns, where he-men blazed a trail for the civilization that was to follow, where each man was taken at his face value, the only means of transportation was the pony express and the stage coach. It was no uncommon sight at the close of the round up season to see a score or more of these hardy and lusty-throated plainsmen come galloping into the dimly lit town like a

band of centaurs. Dashing up to the very doorway of the building where the night's revelry was to be staged, each rider reins in his mount and the beast trained to stop stock-still in his tracks suddenly becomes rigid as a statue and slides for a length or more across the alkali-stained ground. Not infrequently an animal would be thrown back upon its haunches and its bones would snap from the sudden stop. And then a shot from a Colt would end its days.

Horseflesh was cheap.

Also these riders would oftentimes escort the stage coach into town, for it was indeed an event and not an uninspiring sight to see the old bus, lunging from side to side, its brake-locked wheels screeching like a band of coyotes, roll up to the "hotel" and discharge its weary and dust-covered passengers.

But how changed it all is today. The stage coach is gone. The auto bus has

Continued on page 676

ALLEN'S FOOT-EASE

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Powder.
Shake it
in your
Shoes
Use it
in your
Foot-Bath



Use it in the Morning

And walk all day in comfort. At night, sprinkle it in the foot-bath, and soak and rub the feet. It freshens the feet and takes the Friction from the Shoe.

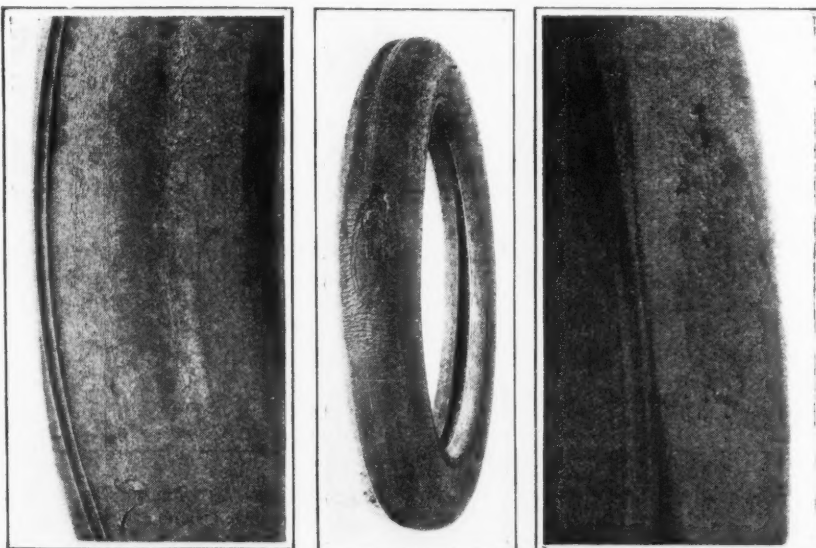
IN PEACE AND WAR

For over 25 years Allen's Foot-Ease has been the STANDARD REMEDY for hot, swollen, smarting, tender, tired, perspiring, aching feet, corns, bunions, blisters and callouses. Nothing gives such relief.

Over 1,500,000 lbs. of Powder for the Feet were used by the United States Army and Navy during the war.

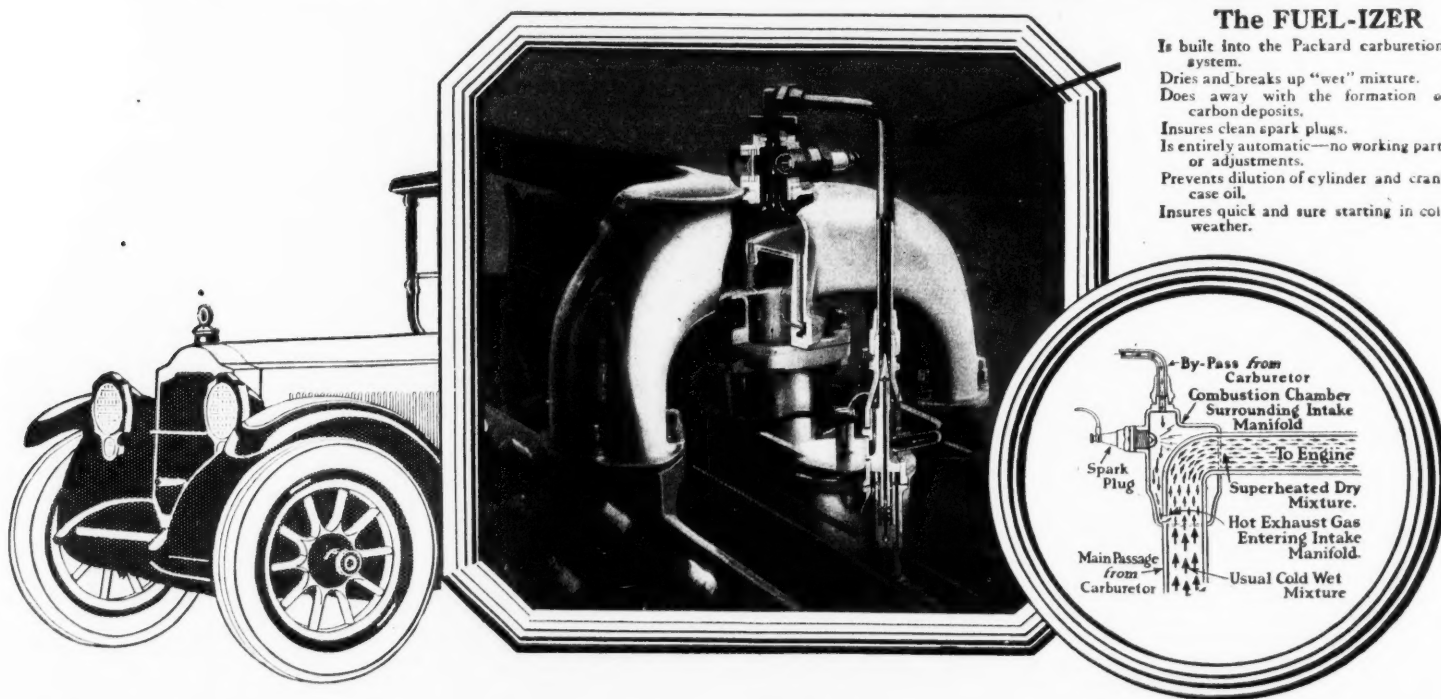
Ladies can wear shoes one size smaller and shoes and stockings wear longer. Those who use Allen's Foot-Ease have solved their foot troubles.

Sold by Drug and Department stores everywhere.



Abuse of tires by the brakes and unexpert use of the clutch is soon evidenced by the condition of the surface and flat parts of the tread which indicate that the wheels have been locked in the unsuccessful effort to stop the car quickly. Remember that the sliding wheel does not afford as great braking resistance as that in which the brakes are applied gently.

Marvelous Achievement of Packard Engineering The "FUEL-IZER"



The FUEL-IZER

Is built into the Packard carburetion system.
Dries and breaks up "wet" mixture.
Does away with the formation of carbon deposits.
Insures clean spark plugs.
Is entirely automatic—no working parts or adjustments.
Prevents dilution of cylinder and crank case oil.
Insures quick and sure starting in cold weather.

This Exclusive Packard Feature now Standard Equipment on every new Packard Car

WITH the development of the Fuelizer, the engineers of the Packard Company have reached the goal for which motor car interests all over the world have been striving for many years. In short—they have achieved *perfect combustion* of all grades of gasoline.

To the Packard owner, at least, the inefficient carburetion of gasoline is no longer a source of worry and expense.

Quick starting—with a temperature of 11° above Zero, the Packard engine equipped with Fuelizer responds perfectly to the throttle in 10 seconds.

About 20 seconds after starting, the engine may be operated perfectly on a *normal* mixture—no need of choking motor.

Tests made at 5° below Zero show that the engine is able to pull on *high gear* almost immediately.

Freedom from carbon—not one single case of foul spark plugs or valves, combustion chamber walls or piston rings, developed in the months of testing after the perfection of the Fuelizer.

Complete combustion of fuel is shown by the absence of oil dilution in the crank case. The Fuelizer does away with this main cause of wear on engine bearings and scoring of cylinder walls. It does away with sticky valve guides and valve stems.

Freedom from smoking was demonstrated by the *clean exhaust*, due primarily to the fact that the Fuelizer works at the maximum when engine is starting and idling.

The Fuelizer is about the simplest invention anybody ever saw to mean so much.

It consists essentially of a pipe, a chamber and a spark plug. It weighs less than two pounds.

It is *automatically* regulated by the varying degree of suction exerted by the engine as the throttle is opened or closed. Not a moving part—not an adjustment anywhere.

A Packard feature. *Exclusively Packard.*

In every way an achievement that must strengthen the appeal of the Packard Car to the *practical-minded* man who is looking for passenger transportation on the basis of *performance, economy and value.*

"Ask the Man  Who Owns One"

PACKARD MOTOR CAR COMPANY, Detroit

Motor Department

Continued from page 671



AT THE START, W.L. DOUGLAS WAS BUYER, CUTTER, SALESMAN AND FREQUENTLY HIS OWN EXPRESSMAN AS WELL. OLD BROCKTON RESIDENTS TELL OF OFTEN SEEING HIM COMING FROM BOSTON CARRYING A ROLL OF LEATHER UNDER HIS ARM.

W.L. DOUGLAS FREQUENTLY WORKED 18 TO 20 HOURS A DAY—RETURNING TO HIS FACTORY MANY A NIGHT TO LAY OUT THE NEXT DAY'S WORK. AFTER SPENDING THE DAY IN BOSTON BUYING LEATHER AND SELLING SHOES.

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\$7.00 \$8.00 \$9.00 & \$10.00 SHOES

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BOYS' SHOES \$4.50 \$5.00 \$5.50

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Stamping the price on every pair of shoes as a protection against high prices and unreasonable profits is only one example of the constant endeavor of W. L. Douglas to protect his customers. W. L. Douglas name on shoes is his pledge that they are the best in materials, workmanship and style possible to produce at the price. Into every pair go the results of sixty-seven years experience in making shoes, dating back to the time when W. L. Douglas was a lad of seven, pegging shoes.

The quality of W. L. Douglas product is guaranteed by more than 40 years experience in making fine shoes. The smart styles are the leaders in the fashion centers of America. They are made in a well-equipped factory at Brockton, Mass., by the highest paid, skilled shoemakers, under the direction and supervision of experienced men, all working with an honest determination to make the best shoes for the price that money can buy. The retail prices are the same everywhere. They cost no more in San Francisco than they do in New York.

W. L. Douglas shoes are for sale by over 9000 shoe dealers besides our own stores. If your local dealer cannot supply you, take no other make. Order direct from the factory. Send for booklet telling how to order shoes by mail, postage free.

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Economy Fuses also are made in Canada at Montreal.

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Resinol Ointment and Resinol Soap easily heal eczema and most other eruptions not due to serious internal disorders. Sold by all druggists.

GIFTS THAT LAST

MONTH OF DAWNS

June is here, season of brides and happiness—of wedding gifts. Let your gift be jewelry, bright as a bride's dreams, symbolizing in eternal radiance, happiness that endures. Season, too, of graduation when in the lives of boys and girls new vistas dawn. Wish them joy of the future with gifts as lasting as your love.

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taken its place. And the buckeroo with his jaunty velvet sombrero, his fringed and silver-trimmed chaps and his gaudy-hued handkerchief flapping in the breeze, what of him? You may see him now only at the annual round-up at Pendleton, or Miles City, at Havre or at Cheyenne, but that is only a holiday occasion. You are more likely to see him seated at the driving wheel of a six, an eight or even a twelve cylinder car, but when he draws up in front of the bank of which he is perhaps now a director he doesn't rein in as of old. No, siree, he is riding on rubber now. He knows that to jam on his brakes or to lock his wheels and drag his tires over the pavement is a mighty expensive proposition.

These are not the old days when horse flesh was cheap. They are using pennies in the west now and a hundred of them make a dollar.

Probably the first thing a new car owner is taught is the use of his foot brakes. He really should be taught a little more about the abuse of them. You have often heard the bang, bang, bang of a street car wheel that has a flat spot. That spot was caused by the motorman applying his brakes too suddenly, or while the car was going at too great a rate of speed. True, it may have been done to avert an accident but a flat wheel was the result just the same.

So, therefore, if a steel wheel running upon a perfectly smooth steel rail will wear down flat, what do you suppose will happen to a rubber tire that ceases to revolve and is permitted to drag over the rough ground or stone pavement? Then too, with the weight of the car upon it and the brakes locked, this dragging is very likely to tear the tread from the carcass, and not infrequently the severe strain tears one layer of fabric from another and causes injuries that are beyond repair. Locking the wheels will bring the car to a sudden stop if it is not going at any great rate of speed but usually the momentum and the weight of the car will cause the rear wheels to slide along the ground for a considerable distance and grind off portions of the tread of the tires. Oftentimes the tread is completely chafed through at one spot by one "braking." Usually, however, the surface of the tire is roughed or scuffed and in cases where the driver habitually misapplies his brakes the surface of the entire tire will soon appear in this condition. A heavy-treaded tire can be worn down to the canvas in a hundred miles, or even less, through misuse of the brakes.

Then again a brake may not be working properly and the owner may not know of the fact. Since ignorance of the law is no excuse, it also goes without saying that ignorance of the car on the part of the driver is unpardonable. It is possible that but one brake is working. This will not only wear the tire on that side abnormally, but is also a menace to the safety of the driver. Such a condition can be ascertained easily by placing the tips of the fingers on each brake band at the end

of a short run. The band of the wheel that is not "braking" will be cool while the band of the wheel that is doing all the work or which may be too tight will be abnormally heated.

Another simple method is to jack the car up enough so that both wheels are free of the ground; then start the engine and engage the clutch. Apply the foot brake and if one wheel ceases to revolve while the other continues to spin, or if one wheel revolves faster than the other, it is evident that the one turning the slower is doing the more braking, and the tire on that wheel is bound to wear out faster than its mate.

Probably one of the most important parts of the car is the clutch, at least, it plays a most important part as regards the efficiency and service of the tires. It is quite obvious, therefore, that the clutch must be kept in good order, that it may engage smoothly. Careful motorists are aware that it is good for neither the car nor the tires to let the clutch in quickly while the motor is running fast.

Many tires are ruined because of the unconscious application of the foot brake,

such as, for instance, by exerting a heavier pressure upon the brake pedal than upon the clutch. In this connection I was talking recently with a friend whom I had always considered a most careful driver. He admitted to me that he wore out his tires abnormally because of improper use of his brakes, and his alibi was indeed most interesting. He said he has a corn upon the little toe of his left foot, and that when he wishes to apply his brakes he fails on account of the tenderness of his corn, to press down as hard upon the clutch lever as he does upon the brake pedal which he operates with his right foot. The result is that his brakes attempt to stop the wheels while his motor is spinning them. Consequently, when he does stop, he does so with such suddenness that his tires are dragged.

Considerable tire expense, to say nothing of the saving in gas, can be accomplished by the use of a very little common sense while riding down grade. Instead of using the brake to retard the action of the car while the gas is being merrily exploded in the cylinders, close the throttle, leave the clutch in, and both tires and brakes will be saved much wear because the car is now working against compression.

It is good to remember that there is a sort of a partnership between brakes and tires and, like all partners, they will get along well together if one does not abuse the other. There is a tremendous strain upon the brakes which is practically transmitted to the ground through the rear tires when it becomes necessary for the driver to ease down. It has been said that a car weighing fifty-one hundred pounds, traveling at the rate of fifty miles an hour, is equal in momentum to fifty-one hundred pounds falling eighty feet. Think of this the next time you apply your brakes, and act accordingly.

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The Melting-Pot

The Sein Feiners remain rebellious in spite of all British efforts to suppress them. They still sing:

Until our freedom we acquire
Ireland shall be a land of ire.

The world's fastest limited express has been established on the air-line, a sea-plane having made the flight of 1,500 miles from Miami, Fla., to New York in a little over 15 hours.

The failure of the Reds to paint the country their own color on May 1st was due, the United States Department of Justice claims, to the hue and cry which it opportunely raised.

Is farming some day wholly to be abolished? Owing to the rush to the cities, the amount of hired labor on farms in the United States is now only 72 per cent. of what it was before the war.

"Pussyfoot" Johnson, who has a single eye for reform, has returned to this country confident that prohibition will yet lay its clutch on Great Britain and all other moist portions of the world.

A big job awaits a first-class immigration officer in the Orient. Hundreds of thousands of Jews, it is said, are at the ports of Odessa, Constantinople, Constanza and Vladivostok, awaiting the opportunity to embark for Palestine.

Former Premier Asquith's daughter, an impartial expert, alleges that Lloyd George has sold his soul under the impression that he merely pawned it. This shows that even a great statesman needs a course in careful salesmanship.

West Virginia has responded nobly to the appeal that good people take a livelier interest in politics. For the primaries in that State 300 candidates (twice as many as ever before) submitted declarations for offices.

The spring tourist rush across the Atlantic began with the sailing of 5,600 passengers in a single day from New York. Some of these people left this country, it is said, so that they could have one more chance of getting "half-seas over."

The hooting of an American actress by a riotous gang in a London theater, compelling an abrupt close of the performance, was gravely explained as not a sign of enmity toward Americans in general. But it was a fine bit of gratuitous advertising for the actress.

H. C. L. will slump when wages fall, production increases, freight rates decrease, demand for luxuries declines, extravagance ceases, thrift becomes intenser, and—and—well—when a lot of things pertaining to a millennium take place.

There are indications that the United States may become something of a maritime power. For the first time in the history of our mercantile marine ships flying the Stars and Stripes outnumber all others in the South and Central American and West Indies trade.

A North Carolina man whose automobile license was numbered 13 sent it back to the Secretary of State with a letter saying: "The first day I rode with it, I lost \$13, and the second day I lost 13 inches of skin off my leg. Please send me a safer number." He got it.

At Point Barrow, Alaska, where the Presbyterian Church is conducting the northernmost mission of the world, and where in winter the mercury sinks out of sight, coal is never quoted below \$120 per ton. For that reason the mission buildings are only moderately coalled.

Superintendent Redgate of the Bridgeport (Conn.) police force was suspended because investigations in his city by 150 New York detectives resulted in wholesale raids on alleged gambling dens and haunts of vice. Apparently too much Redgate as well as too much red-light.

Let the people think!

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the witty, informative articles on the "Moshun Pitcher" industry now appearing weekly in JUDGE? They are the sanest things in print concerning the "Movies" and are written by the best-informed man in the country connected with the business that controls the thought and emotions of

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United States Smelting Works, Dept. 87, Chicago, Ill.

Odd Facts in the World of Science

Edited by HERWARD CARRINGTON, Ph.D.

The New Theory of Matter

AN entirely new theory of the structure of matter has lately been advanced by Doctor Irving Langmuir of the General Electric Company's Research Laboratory.

This theory leads to new conceptions of energy, force, time, space, magnetism, and all the general properties of matter; and, according to Dr. Langmuir, "Space and time have a structure analogous to that of matter."

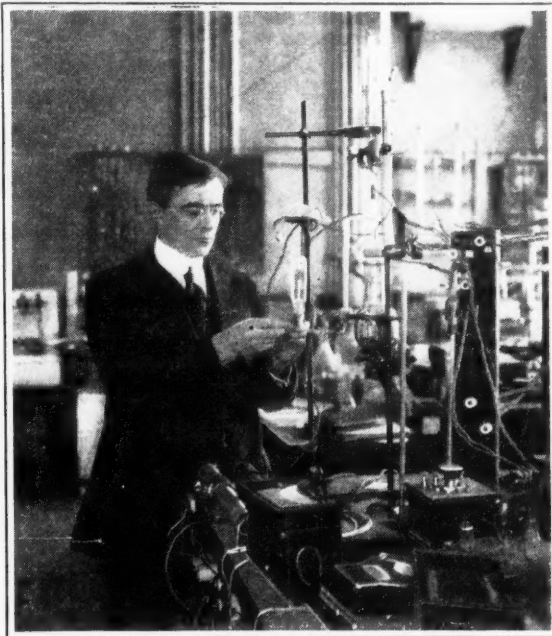
Heretofore, the usual conception of the components of matter has been that of atoms, molecules, electrons, and similar particles. According to Doctor Langmuir, a new division must now be made, and the smallest known particle postulated by him has been termed a "quantel." This consists of two parts, positive and negative, present everywhere in space, moving in all directions with the velocity of light, and capable of passing through matter. Quantels thus constitute what has heretofore been known as the ether of space—this giving us a new conception of the ether—and cause all the phenomena of light, electricity, mass and energy.

"The structure of everything that is," said Dr. Langmuir, "can be built up out of this conception of the quantel. The theory explains all the mysterious relationships heretofore known to exist between spectral lines, and will lead to the discovery of many new relationships. Light proceeds in straight lines from atoms, though it does not radiate, but proceeds from each atom to a fixed objective." Dr. Langmuir's theory, it will be observed, is based upon the newer theories of matter, and particularly upon the Einstein Theory of Relativity, which contends that time and space are integral parts of the material universe; that light has "weight," etc. The exact structure of this hypothetical unit, the quantel, is, of course, unknown; but so is the structure of the electron, which is nevertheless accepted as a working hypothesis by modern science.

Measuring the Growth of a Tree

IN the New York Botanical Garden a new instrument has lately been attached to a certain maple tree, attracting the attention of passers-by in consequence. This is

the "dendrograph"—a delicately adjusted machine which will actually register the rate of growth of a tree—slow as that is! A series of blocks of wood are attached firmly to the tree, and above these a metal "collar" which, however, is in con-



Dr. Irving Langmuir, who has recently startled the scientific world by some remarkable theories concerning the atom.

tact with the tree at only two points. A needle projects from one of these, the other end of which traces its movements upon a slowly revolving paper "drum." Once a week this paper is replaced by a fresh sheet and the clockwork wound up; otherwise the machine is self-regulating and needs no attention. The growth or expansion of the tree is shown by the needle. The instrument was devised by Dr. J. T. MacDougal, former director of Laboratories at the New York Botanical Garden, and now Director of the Botanical Research Department of the Carnegie Institution of Washington. The dendrograph is one of a number of instruments which are being used this year to measure growth phenomena.

The "Psychic Centers" in the Body

THE Hindus have a whole system of (what appears to us) mythical physiology; that is to say, they describe centers, nerves, vessels, etc., in the body, which are unknown to our science, and which we do not discover, on dissecting a body.

The Hindus say that is because these centers, nerves, etc., are not composed of physical matter—of the matter we know—but of a higher form of matter, which can not be seen except by the aid of higher senses. The Hindus believe that there are in the human body, seven main "psychic centers," called by them *chakras* or "lotuses." These are situated in the spine at points corresponding to its base, the frontal extremity of the body, the solar plexus, heart, the throat, the spot between the two eyes, and the top



The "dendrograph," which registers the rate of growth of a tree.



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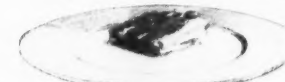
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This does not mean that Quaker Oats should be the only diet.

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It will save 90 per cent. on your breakfasts, compared with many foods. And that saving will cut down your average food cost.

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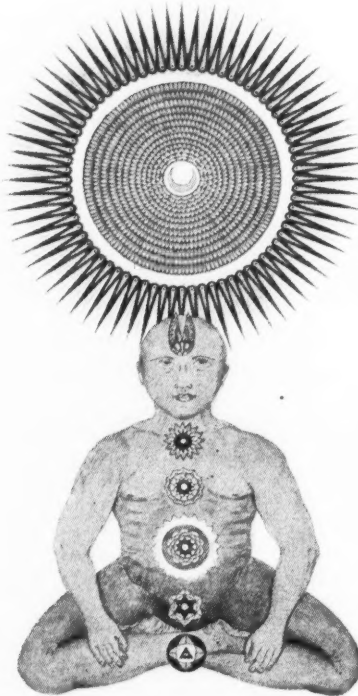
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of the head. In most of us these "Psy-
chic centers" are inactive, but, by proper
methods of breathing, concentration, etc.,
they can be aroused, and the individual
becomes "clairvoyant," capable of leaving
his body at will, able to control his dreams,
to control animals, to create by the power
of will, etc. These *chakras* or centers are,



The seven "psychic centers" in the body,
according to the Hindu teachings. When
these are "awakened," by certain methods,
wonderful occult powers are said to result.

it is said, aroused by a certain secret en-
ergy, residing at the base of the spine,
known as *kundalini*. The Hindus believe
that when we breathe we inhale a vital
energy, known as *prana*, which is, by an
effort of will, directed to the lowest center,
where it awakens the *kundalini* energy.
This, in turn, vivifies the psychic centers,
and these, bestow upon the Yogi extraor-
dinary powers.

A Song of June

*June's a round of joyance,
June's a ring of light,
June has all the buoyance
Of a bird in flight!*

Thus my heart is singing,
Thus my voice would lift
If the Fates were bringing
Me so dear a gift.
Silence almost argues me
Blind, and dumb, and churl-
Silent!—here beneath a tree
Shelling peas with Shirley.

*June's a dusk sultana
Crowned with mignonette;
June's as near Nirvana
As we mortals get.*

Iris crowds the borders,
Beckoning me there,
But my morning orders
Take me elsewhere.
My share's cutting—favored guest—
Lettuce crisp and curly,
And—what I like quite the best—
Shelling peas with Shirley.

*June's a revelation
Each succeeding year,
June's an education
If you'll see and hear.
In one week of gladness
On these tonic hills
I have seen the madness
Of the pace that kills.
I've forsworn my urban sins,
Waking, walking early,
And I've learned how love begins
Shelling peas with Shirley.*

EDWARD W. BARNARD.

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Picking the Cup Defender

Continued from page 671

Magic won by 39 minutes and 12 seconds, while the *Cambria* finished eighth, according to some records, and tenth, according to others.

Mr. Ashbury challenged for the following year with the schooner *Livonia*, and as he objected to sailing against a fleet, it finally was decided, after a protracted controversy, that it should be a match of boat against boat, that four victories should determine it and that the New York Yacht Club should name one of certain designated yachts to sail on the morning of each race. The first and second races were won by the schooner *Columbia*, the third by the *Livonia* against the *Columbia*, and the last two by the *Sappho*. That ended Mr. Ashbury's attempts to lift the cup. In 1876 the schooner *Countess of Dufferin* was beaten twice in succession by the schooner *Madelaine*, and in 1881 the sloop *Atlanta* was beaten by the sloop *Mischief*. This last race marked the passing of the schooner from international yacht racing. In the *Livonia* match an open course was laid for the first time in alternation with the regular club course, and this precedent being followed in the two subsequent matches, the way was paved for a movement which finally brought about the abandonment of the inside course altogether.

Real racing for the cup began with the *Puritan-Genesta* match in 1885. The first race over the inside course was won easily by the *Puritan*, but the second, over an outside course, was a most thrilling contest, which the defender won by the narrow margin of 1.38. In 1886 the *Mayflower* easily defeated the *Galatea*, which was the last of the old type of English cutter to come here. In 1887 the yacht *Thistle*, from Scotland, sailed over to be beaten by the *Volunteer*.

For the next six years there were no international matches, but in 1893 was held the first match of what became known as the Dunraven series. The challenger which Lord Dunraven brought over was the *Valkyrie II*, and the era of all outside racing was ushered in.

The match was to be decided by the first three races won, and the *Vigilant* was pitted against the *Valkyrie*. The defender won the first two races handily, but narrowly missed losing the third in going to windward because of trouble with her centreboard. However, she made good off the wind and won in forty seconds. Lord Dunraven tried again in 1895, with the *Valkyrie III* pitted against the *Defender*. After the Yankee craft had won the first race, the match was interrupted by a foul on the part of the *Valkyrie* at the start of the second race. The *Defender*, badly damaged, sailed over the entire course, and was beaten home only by a short distance. There was a storm of protest against the action of the challenger, and she was protested and ruled out. Dunraven became much disgruntled at this action, and immediately after the boats had crossed the line for the third race the *Valkyrie* was withdrawn and the match and the series ended.

The Lipton Cycle

In 1899 a new challenger came forward in the person of Sir Thomas Lipton, the Irish knight and all-round sportsman. The first of Lipton's challengers was the *Shamrock*, but the *Columbia* defeated her in the match by winning three straight without extreme exertion. In 1901 Sir Thomas came again with the *Shamrock II*, and again was beaten in three straight races by the same old *Columbia*.

Two years later he brought to American waters the *Shamrock III*, but the *Reliance* proved her superiority easily, and the America's Cup remained undis-

turbed. The fact that all of the yachts used by Lipton were mere racing machines finally brought about a reaction in favor of a more serviceable type of boat, and by mutual agreement the *Shamrock IV* was built on entirely new lines. On this side of the water the *Resolute* and *Vanitie*, the principal candidates for the honor of defending the cup, were built to correspond.

However, three successive defeats appeared to check the ambitions of Sir Thomas, and he remained passive for ten years. Then he suddenly challenged again and mutually satisfactory terms soon were agreed upon. On July 18, 1914, the newest *Shamrock* set sail to cross the ocean, convoyed by Lipton's famous steam yacht *Erin*, later torpedoed in the Mediterranean. The challenger reached the Azores in ten days and reached these shores safely August 10. The race was to take place in September, as it was at first thought that the beginning of the war would bring about only a brief postponement, but the continuation of hostilities made it imperative to put the match aside to be settled in the indefinite future. Sir Thomas challenged to race last year, but his request for a match was refused by the New York Yacht Club.

Although the *Shamrock IV* was laid up in a South Brooklyn shipyard for more than five years, the vessel was found to be in excellent shape when the work of refitting was begun. Her 110-foot mahogany hull did not deteriorate, her aluminum frames were in perfect condition, though some of her aluminum deck fastenings had to be renewed, the giant wooden mast was examined frequently enough to save it and the sails are in good condition and will be used this summer. Examination also showed that the Herreshoff cup defender, *Resolute*, had not suffered materially in consequence of her long hibernation at the historic Bristol yards and the *Vanitie* came through the period of waiting without damage.

At the time that Sir Thomas's challenge to race this year was accepted, it was determined that the period was too brief to construct a new defender, and the effort to retain the cup in America was left to the survivor of a series of test races between the *Resolute* and *Vanitie*. The *Resolute* won the greater number of trial races in 1914, but some experts held to the opinion that the *Vanitie* was the better boat. The former was designed by the Herreshoffs for a syndicate and the latter was designed by William Gardner for Alexander Smith Cochran.

At this writing, considerably in advance of the trial races, the *Resolute* appears to be the favorite of the would-be cup defenders. Speaking of her chances recently, a famous yachting expert said: "The *Resolute* is a wonder boat. No matter what changes are made in the *Vanitie* with the idea of making her a speed marvel, I do not believe that she will be capable of beating the *Resolute*. Not only did the Herreshoff boat appear to have an uncanny ability to win in almost any weather in the previous trials, but she showed a marvelous turn of speed. The trial series of 1914 began on June 10, and was the first of the regular trial contests over the regular cup route that year. There was a glorious sailing breeze that day, and on a thirty-mile windward and leeward course the *Resolute* took the bit in her teeth and ran away from the *Vanitie* in record time. Even the most ardent rooters for the *Resolute* were surprised when they found that the sloop had covered the course in 3 hours and 16 minutes and 41 seconds, surpassing the record made by the great *Vigilant* against the *Valkyrie II* of 3 hours, 24 minutes

Concluded on page 686

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Jim Henry
(Mennen Salesman)

THE MENNEN COMPANY
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Concluded from page 668

and his good name. He hesitated for a moment. In that moment of hesitation he glanced upward, and his eye fell upon an inspirational motto on the wall, which read:

“A man may save and a man may slave,
His fortune to enhance;
But he never will get rich, you bet,
If he never takes a chance.”

That little verse settled the matter. Barnum decided to "take the chance." He invested all his savings and a little that he was able to borrow and made the plunge.

Then I put a question to Barnum that will be of interest to many people who are eager to strike out for themselves, but lack the courage.

"How can a timid person acquire courage?" I asked.

"By making up his mind to fight and overcome his fears," was his quick reply. "No matter how much a man may know he will not be able to advance very far until he masters himself. Courage is defined

as 'that quality of mind which enables men to encounter danger and difficulties with firmness, or without fear or depression of spirits.' It requires courage to face a stranger and sell him something. With many it is a test of courage to even approach a stranger. While courage to make the venture is the essential factor, we must beware of fool courage—rushing at a thing without adequate preparation. I have therefore divided the road to success into five divisions—labor, knowledge, courage, enthusiasm and perseverance. The great prizes of life are won by men who have these qualities in the right proportion.

"After all, why should we be afraid of strangers? They are human and likable when we come to know them. I have about concluded that every man who succeeds on a large scale has to pass through the agonizing experience of mastering himself. In my own case as a young book-

agent I had to drive myself time and again, but the big fact was I had resolved to win, and at last I had my fears under my heel. Men who have been in battle say that they go forward in spite of their fears. That is real courage. So if you feel afraid don't let that fact get you down. You are able to master that fear if you will firmly resolve to do so, and then fight fear steadily and persistently until you win. After you have grappled with fear for a few times and choked it back into place, it will become easier and easier, and by and by you will be free.

“Keep in mind that a stranger will read you by your clothes, your bearing and the expression of your eyes. If you are well dressed and have a confident bearing, you will command attention and a respectful hearing. If on the other hand you are slovenly in appearance, look unkempt, approach in a hesitating manner and show a lack of confidence, you are half whipped at the outset.

"Men estimate one another by the atmosphere of success, achievement, or latent power that they radiate. We like to deal with successful men, and we instinctively shun failures. Look about among your friends and you will find that I am right.

"Every young man should get a selling experience, no matter what he may follow later in life. A former United States senator who sold books for two seasons while he was in college says he got more out of his experiences as a book agent than he obtained from college. That may be putting it a little strong, but I am sure selling books helped him a great deal. A knowledge of salesmanship is valuable to men in the professions as well as men who go into business. I hope the time will come when the principles of business science will be taught in all our colleges, but for the present young men may get this knowledge for themselves by reading books and by practice."

The 1920 Sextette from "Florodora," which has been revived at the Century Theatre.

ATTRACTIONS TO WHICH YOU MAY SAFELY TAKE YOUR DAUGHTER

Astor	East is West	Fay Bainter as an Oriental assassinator
Belasco	The Son-Daughter	Mr. Belasco's Chinatown
Belmont	His Chinese Wife	Oriental-American Drama
Bijou	The Opium Board	Timely melodrama
Booth	Not So Long Ago	Comedy
Cassino	Betty, Be Good	Musical farce
Century	How You Were	Comedy and farces
Cohan Geo. M.	The Hotfoot	Excellent revival
Cohan & Harris	Honey Girl	Willie Collier
Comedy	My Lady Friends	Musical version of "Cheekers"
Cort	Abraham Lincoln	Bright play
Edginge	Marlinique	Fine portrayal
Edwards	The Storm	West Indies romance
Fulton	"Oh, Henry!"	Rivals in a cabin
Gaiety	"Lightnin'"	Amusing character sketch
Garrick	Jane Clegg	Engrossing drama
Globe	The Girl from Home	"The Dictator" set to music
Greenwich	Foot Loose	Emily Stevens
Harris	Respect for Riches	Society comedy
Henry Miller	The Famous Mrs. Fisk	Excellent comedy drama

Hudson	Clarence	Refreshing comedy
Kulchrhocker	Shavins	Cape Cod characters
Liberty	The Night Boat	Breezy musical show
Little	Beyond the Horizon	Vivid tragedy
Longacre	Adam and Eva	Light comedy
Lyric	What's in a Name?	New revue
Maxine Elliott's	All Souls' Eve	Supernatural drama
Moresco	The Hole in the Wall	Spirit drama
New Amsterdam	Ed Wynn Carnival	Musical revue
Nora Bayes	Lassie	Musical comedy
Park Theater	Maetushla	Chamcey Oloret
Playhouse	The Wonderful	Jeanne Eagles
	Flug	
Plymouth	Three Showers	Musical comedy
Republic	The Sign on the	Engrossing melo-
	Door	drama
Selwyn	Buddies	Love in the Brittany
Vanderbilt	Irene	Musical hit

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New Amsterdam Roof	Nine o'Clock Review and Midnight Frolic	Zeigfeld beauties
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A New Way to Fight Bolshevism

By ALBERT SIDNEY GREGG

A VERY interesting plan is being worked out in Cleveland to fight Bolshevism in Russia in a new way. One day Peter Tarasov had a vision. Tarasov is president of the National Russian Society, a college man and a consulting chemist. His vision was:

"Educate young Russians to operate farm tractors and send them back to Russia to raise more food."

It was an excellent idea and Tarasov set about making it effective. His first move was to have a conference with A. Chapulka, a truck driver, who is also a member of the National society, and deeply interested in

Plow Works. The association opened up an old brick residence just back of the main association building, and there the tractor school, probably the first of the kind in America, has been in operation for over a year. Under the guidance of Gabeff, the teacher, the pupils quickly learned to take the tractor apart and put it together again. All kinds of practice lessons were given, so that each pupil learned all that could be learned about tractor-management. As part of the course the pupils were given lectures illustrated with government slides making plain the American way of running a farm. Also they were



A class of Russians in Cleveland learning the operation of a farm tractor.

the welfare of Russia and the Russian people. Finally these men went to the Young Men's Christian Association and got into touch with the director of the educational department. Tarasov and Chapulka explained their big idea and asked for co-operation.

"We will form a class of Russians to learn all about a farm tractor if you will start a tractor school," was the proposition made by the Russians. "We do not want you to Americanize them. We want them to go back to the old country and teach our countrymen how to raise more food. That is what Russia needs—more to eat. They can get it themselves if they have farm tractors to help them raise bigger crops."

It was a brand new idea for the Association, which is quick to take up a new thing, if it promises something for human welfare. Negotiations were opened with the Cleveland Tractor company for the loan of a tractor for the use of a school, and the company agreed at once to furnish the machine. Furthermore, the tractor people provided a teacher who understands the Russian language. The teacher's name is A. Gabeff, a Bulgarian, and a graduate of the Cornell University school of agriculture, who expects to go to Bulgaria as a salesman for his employers. Farm tools, consisting of plows, harrows, pulverizers, etc., were loaned by the Oliver Chilled

invited to attend classes in English. Quite a number responded, but the big attraction was the tractor.

In order to give the Russians something worth while to practice on the association obtained permission to "farm" four acres of land on the west side, which happened to be under the control of the school board. The class cultivated this land last season on the co-operative basis, and another crop is being planted for this year. Last year they raised four acres of oats, one of corn, and one of garden truck.

These Russians are full of initiative and pep. Once they get an understanding of a project they can go right ahead. A man from the tractor company had occasion to call at the association office and ask for the number of the tractor being used by the tractor school. Somebody went to look and could find neither tractor nor number. All the farm machinery had vanished. After many inquiries and a lengthy hunt, the Russians were found working their little patch of land. Without saying anything to anybody they had hitched the tractor to the plow, loaded on the other tools and taken the entire outfit right across the city. After they had completed their work they returned the outfit to the school building in perfect condition. This school has stirred all the Russians of the city, and there is an insistent demand for more tractor classes.

A Lesson from England

Concluded from page 670

so slow a recovery from the effects of the war. We won't speed up until these pernicious theories are exploded and their exponents silenced. And the worst of it is that, because of our polyglot population, there is no way of demonstrating the foolishness of fools except by involving wise and foolish alike in undeniable disaster.

Before the war the average industrial output per wage-earner in America was double that in Britain. If the British have the sense and character to pull themselves together and reverse these figures we can only blame ourselves and felicitate them. But why should this humiliation be necessary or possible?

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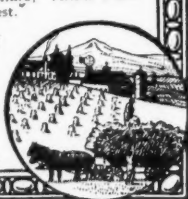
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on page 685 you will find a descriptive list of booklets and circulars of information which will be of great value in arranging your investments to produce maximum yield with safety. A number of them are prepared especially for the smaller investor and the "beginner in investing."

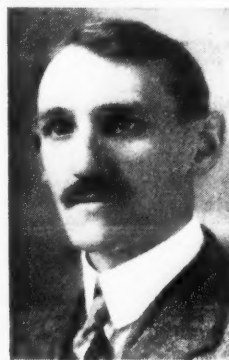
Jasper's Hints to Investors



ALEXANDER HILTON
Of St. Louis, Mo., who was recently elected vice-president of the St. Louis & San Francisco Railroad system, after 30 years of service in the passenger department, where he rose by ability and faithful service from the foot of the ladder.



E. B. CROW
Cashier of the Commercial National Bank of Raleigh, N. C., who in order to encourage the farmers of his vicinity to buy pure-bred milk cows, exhibited a fine Jersey in the lobby of his bank, attracting thereby 3,000 interested people.



HENRY D. THRALL
Of Minneapolis, Minn., vice-president of the prosperous Minneapolis Loan & Trust Co., and one of the most prominent and highly esteemed bankers of the Flour City, which has been among the most thriving towns in the United States.

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their weekly and to answers to inquiries on financial questions and, in emergencies, to answer by telegraph. Preferred subscribers must remit \$5 directly to the office of LESLIE'S in New York and not through any subscription agency. No charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be included. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Avenue, New York. Full name and exact street address, or number of postoffice box, should always be given. Anonymous communications will not be answered. The privileges of this department are not extended to members of clubs who are not individual subscribers.

WHETHER we are witnessing the dying throes of a bull market or only its temporary relapses is still in dispute. That securities prices in general have reached their peak and that a bear movement is on in earnest and cannot be reversed is the judgment of prominent experts. Others as positively declare that the bull development has merely been suspended and predict an upward trend as soon as certain adverse factors are out of the way. Conflicting views serve to make a market and keep trade a-going.

But how little clear insight into the situation either wing of the disputants has is revealed by the inability of each to explain a recent smart set-back in prices. Both sides were mystified and had neither facts nor conjectures to propound. Whether the market was discounting some new condition or was only suffering from "war weariness" nobody could convincingly aver.

Perhaps it would be as accurate as anything else to suggest that the market has now begun to feel the undecisive undertow of readjustment. There are signs that reconstruction is getting in at least an occasional stroke. The banks are striving to check undue speculation by the raising of money rates. There is talk of the need of taking careful steps in deflation. Prices of some commodities have already been cut, though the prices of others have risen, and the labor situation is shaping up toward a new state of affairs.

While employees have of late sometimes been able to enforce further demands, a number of portentous strikes have been failures because opposed by public opinion. Employers are growing stiffer in their objection to additional increases of wages and to shortening of hours. Proprietors of not a few establishments, by threats to close their plants entirely, have prevented or ended walk-outs. The tendency to employ women at lower pay instead of men is spreading. Labor is being put on its mettle to show that it deserves high wages by speeding up production. The open-shop system is rapidly growing in favor. The difficult labor problem, it is realized, must be settled reasonably if prosperity is to endure.

One of the serious phases of readjustment

is the part that the farmers are going to play in it. The outlook here is doubtful. Owing to shortage and high cost of labor, many agriculturists are contracting production of foodstuffs when there is sore need of expanding it. The operations of this basic industry are all-important and a solution of its problem, it is clearly seen, must be worked out. The railroad and the exchange and export situations, too, have not ceased to be something of a riddle.

The Presidential contest with its uncertainties has so far created little general excitement. The results of the National Conventions may inject life and interest into politics. Constructive, but conservative, platforms and happy selections of candidates by the two great parties would excite an optimistic feeling in the business world. If the economic consequences of the nominations are not likely to be unfavorable, the country will not greatly dread the outcome. Optimism would distinctly aid the readjustment process.

While matters like the foregoing and others remain unsettled the balance in the securities market will be easily disturbed. As has before been recommended in these columns, genuine investment issues are the safest purchases at this time. I would here call particular attention to municipal bonds, of which there is an ample variety, exempt from taxes and making satisfactory yields. These are not subject to the vagaries of the stock market and buyers of them do not have to worry over changing quotations.

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S. CLEVELAND, O.: As the Illinois Central R. R. Co. has paid dividends for 57 years, its first mortgage gold bonds due in 1951 are an excellent purchase at the present quotation, about 67.

I. WILMINGTON, DEL.: At the recent price of 61½, Public Service of N. J. gen 5's, 1950, made a yield to maturity of 8½ per cent. They are a lien on all realty and other property of the company.

N. OMAHA, NEB.: The Denver and Rio Grande consolidated 4's, due 1936, appear to be well secured. They are a first lien on 1647 miles of railroad. Quoted at 60, yielding to maturity 8.6 per cent.

H. BLACKSTONE VA.: Norfolk & Western common, paying 7 per cent., Pennsylvania R. R., 6 per cent., and the new Pennsylvania 7's, are all attractive business men's investments. The Pennsylvania 7's are the best.

H. INDIANAPOLIS, IND.: The Wilson convertible 6's, 1928, are a first lien on the company's entire property. Average income is several times interest requirements. Lately quoted at 80, allowing a yield until maturity of nearly 7½ per cent.

P. SPRINGFIELD, ILL.: A man with only \$700 would find it safer to buy good American bonds than French francs. You could buy real estate, industrial or railroad issues yielding 6 or 7 per cent. and be reasonably sure of your return.

L. TROY, N. Y.: It would be an excellent plan to make a diversified investment of \$5000 in Anglo-American 7½'s, Penn. R. R. 7's, Texas Co. 7's, Union Pacific common and preferred, Atchison, common and preferred, and Ide & Co., preferred.

J. NEWARK, N. J.: The general mortgage, 6 per cent. gold bonds, series B, of the Brooklyn Edison Co., Inc., are a reasonably safe purchase. Gross income in 1919 was more than three times the interest on the company's bonds. Quoted lately at a price to yield over 7 per cent.

S. PALO ALTO, CAL.: Among convertible bonds selling at pretty low figures are Midvale Steel 5's, Wilson & Co., 6's, American Tel. & Tel. 4½'s and 6's, Virginia-Carolina deb. 6's, Lackawanna Steel 1st Cons. and conv. 5's, Consol. Gas 7's, N. Y. Air Brake 5's and Texas Co. 6's.

L. ST. LOUIS, MO.: The Alabama Power Co.'s 5-year 6 per cent. secured gold notes make the liberal yield of 8 per cent. on market price. The bonds are exempt from Alabama State taxes. The company serves the Birmingham district and its net earnings are about 2½ times interest charges.

H. MAMMOTH, PA.: The Willys-Overland Co. reports a large and profitable business and is recovering from the drawbacks of 1919. The decline in the stock is doubtless due mainly to the proposed large issue of new stock, as well as to general market conditions. The stock should be a good long pull.

G. ST. PAUL, MINN.: The Kingdom of Norway's credit is high and therefore its 6 per cent. gold loan of 1916, due 1923, has been highly regarded. The bonds are payable in New York in United States gold dollars, without deduction for Norwegian taxes. On market price not long ago the yield was 7.6 per cent.

R. CINCINNATI, OHIO: Among short-term issues that have a high degree of safety and make fine returns are the Dominion of Canada 10-year 5½'s, Penn. R. R. Co. 10-year 7's, N. Y. Central R. R. equipment trust 7's, Kingdom of Belgium 5-year 6 per cent. notes, and United Kingdom of England and Ireland 5½'s, 1920.

M. UPPER MERCH CHURCH, PA.: Midvale Steel is a good business man's purchase with speculative possibilities. On their merits it seems advisable to hold Lehigh Valley and Penn. the stocks are making good returns on purchase price. White Motors is a well-regarded stock. The company is about to increase its capital issue.

R. CHARLOTTESVILLE, VA.: Japanese Government 4½'s are reasonably safe, in spite of the considerable unrest and the recent flurry in Japan. Japan has a record of always meeting obligations. I would not, however, advise sale of Liberty Bonds for the purpose of buying Japanese Bonds. Our Government's bonds are the safest on earth. It would be good policy to buy Liberty and Victory notes at present low prices.

P. ROCHESTER, N. Y.: The Buffalo General Electric Co. serves about 1,000,000 persons in Buffalo, N. Y., and other towns. Its 5 year 7 per cent. convertible debenture bonds are due in April 1925. Interest is payable without deduction for normal Federal income tax up to 2 per cent. Net earnings in 1919 were nearly twice the interest of the entire funded debt. Recent quotation was at a price to yield over 7.6 per cent.

J. BUFFALO, N. Y.: A business man might very prudently purchase the ten-year 7 per cent. convertible sinking fund mortgage gold bonds of the Thatcher Mfg. Co. The bonds total \$2,000,000. The company stands responsible for Federal income tax up to 2 per cent. and for the Pennsylvania State tax. The company is the largest manufacturer of milk bottles in the United States. Proceeds from sale of bonds will be used to purchase additional plants which are in successful operation. Net earnings for the past year were one and three-quarters times interest charges on all outstanding bonds. The bonds have been quoted to yield about 7½ per cent.

W. AIKEN, S. C.: Wells-Fargo and Adams Express Co. stocks are in no sense investments. Both companies have experienced deficits and are paying no dividends. The Radio Corp. absorbed the Marconi Wireless Telegraph Co. of America. The Radio Corp. is not yet a dividend payer, though it has excellent prospects. Better put your \$4,000 into good preferred stocks or bonds. I submit the following as reasonably safe: American Woolen pfd., U. S. Steel pfd., Bethlehem Steel pfd., C. C. & C. St. L. pfd., Pierce Arrow pfd., U. S. Rubber 1st pfd., Corn Products pfd., the real estate bonds sold by brokers advertising in LESLIE'S, N. Y. C. deb. 6's, C. C. & St. L. new 6's, U. S. Rubber 7's and General Electric deb. 6's.

New York, May 22, 1920.

JASPER.

Free Booklets for Investors

The Godfrey-Brewer Investment Co., Hugo, Okla., offers 6 per cent. Oklahoma farm mortgages and will mail a list of choice selections to all who send for descriptive circular L.

Joseph E. Thomas & Co., Inc., 3rd Av. and Spring St., Seattle, Wash., will send to any address their current list of 7 per cent. mortgages based on improved Seattle property.

William H. Herbst, 20 Broad Street, New York, offers to send to any address his booklet L, which explains opportunities for dealing in stocks and bonds by means of Puts and Calls.

Six per cent. first mortgages on improved farms in Kansas and Oklahoma and well secured are offered by the Farm Mortgage Trust Co., 544 Jackson St., Topeka, Kans. Communicate with the company for details.

First mortgage bonds on Seattle apartment houses, in units of \$250 to \$1,000 and yielding 6½ per cent., are dealt in by the Title Trust Co., 722 Second Ave., Seattle, Wash., to which inquiries for particulars should be addressed.

The "Bache Review," if consulted weekly, will add much to the investor's chances of success, through its condensed information and sound suggestions. Copies free on application to J. S. Bache & Co., 42 Broadway, New York.

To learn of investment opportunities in Nevada silver securities send for circular L to William Cheadle Borchers, bonds and investments, 608-10 Trust & Savings Bldg., Los Angeles, Calif. Mr. Borchers will on request furnish geological reports, maps and data.

A bank at your door is the virtual proposition of the Citizens Savings & Trust Co., Cleveland, O., which invites bank deposits by mail on which it will pay 4 per cent. interest. To many people this should be a great convenience. Get the company to send you its free booklet L.

Investors in exchange or foreign securities, will find it to their advantage to obtain facts concerning the financial position of the principal European nations. A survey of Europe's monetary resources, covering currencies, national debt and national wealth, has been prepared by Kiely & Horton, 40 Wall Street, New York, who will send it to any applicant on request for survey "L. W."

Merchants and manufacturers in the East who may be interested in business developments in the West will find it useful to have access to the credit information which can be supplied by the Seattle National Bank, Seattle, Wash. The bank has been gathering valuable data for years regarding local conditions and industrial enterprises in Seattle and the Pacific Northwest. It invites correspondence.

First mortgage 7 per cent. bonds enable small as well as large investors to obtain a generous yield on their money with a high degree of safety. G. L. Miller & Co., Inc., 1021 Hurt Bldg., Atlanta, Ga., are distributing issues of this character in amounts of \$100, \$500 and \$1,000. They will send to any investor circulars describing their current offerings, with a valuable booklet, "Selecting Your Investments."

Unusual opportunities are at present offered to shrewd investors in the purchase of municipal bonds that are well secured, that bear liberal interest, and that are exempt from Federal income taxation. The Mercantile Trust Co. of St. Louis, a member of the Federal Reserve system, in its latest bond list L-B 60 describes many issues yielding from 5 per cent. to 6 per cent., and will supply this to any reader of this department.

Reliable analyses of the leading oil companies are of great value to all persons interested in their issues. The 1920 edition of "The Blue Book of Independent Oil Stocks" issued by Dunham & Co., 43 Exchange Place, New York, gives vital facts about companies of recognized merit. A copy of this helpful book and also a booklet showing how to buy securities on monthly installments, may be obtained by writing to Dunham & Co. for 85-D.

A worth-while booklet, "Safety and 6½," tells why serial first mortgage bonds underwritten according to the Straus plan are a standard safe 6 per cent. investment. To get this publication write for booklet E 100; to S. W. Straus & Co., 150 Broadway, New York, or Straus Bldg., Chicago. The firm has been in business thirty-eight years, has been a leader in the development of investment bonds and has a clean record of no loss to any investor.

Owing to the uncertainties of the stock market, there is a growing demand for non-fluctuating securities. One proof of this is the increasing numbers of careful investors who are showing confidence in the Federal Bond & Mortgage Co., 60 E. Griswold St., Detroit, Mich., by putting their funds into the 6 per cent. first mortgage real estate serial gold bonds which the company recommends. These are amply secured on income-producing properties and they make a strong appeal to conservative investors. For detailed information apply to the Federal Bond & Mortgage Co.

The widely and honorably known house of Hornblower & Weeks provides a national investment service of exceptional value. This firm which deals in investment securities was founded in 1888 and has offices in New York, Boston, Chicago, Portland, Providence and Detroit, and thirty-eight correspondents in various cities. It has memberships in the New York, Boston & Chicago Stock Exchanges. Thus it has abundant facilities for serving its clients promptly and reliably in the purchase of securities of governments, municipalities, railroads, public utilities and industrial corporations. Investors who desire to connect with a house whose record is long and commendable would do well to get in touch with Hornblower & Weeks.

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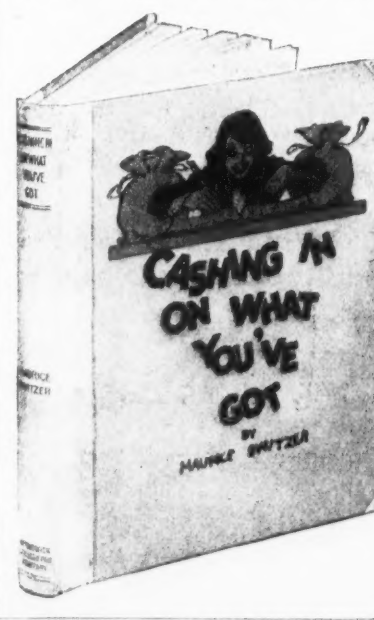
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Concluded from page 662



Secretary of Agriculture Meredith says:

"If I were to refer at all to the high cost of living, I would say its solution is a mutual problem for all of us. It is the farmers' problem, it is the laborers' problem, and it is the business men's problem; and we must all work together mutually to take out of the cost of distribution, the cost of production, and the waste in labor every item that we can in meeting this situation."—Secretary of Agriculture Meredith in a speech before the Chicago Association of Commerce.

How Swift & Company helps to solve this problem

Food is the chief item of expense in the average family. Swift & Company furnishes one of the largest outlets for meat and meat products in the world.

This is what Swift & Company did last year in solving the problem Secretary Meredith points out:

We furnished meat in quantities dependent only upon the amount of live stock produced.

We encouraged greater production by helping to find a market for animals brought to market. We carried meats in a steady stream to consuming centers—cities of millions and hamlets of hundreds. This was done at an average profit from all sources of only one-fourth of a cent per pound of product.

Of every dollar received by Swift & Company for meat, cured hides, and other by-products, an average of 85.4 cents was paid out for live stock; 13 cents for expenses of operation and distribution; and 1.6 cents was left for profit, out of which more than 30,000 shareholders had to be paid a return for the use of their capital.

What did this? Ability, experience, equipment resources and an underlying purpose throughout Swift & Company to prove its usefulness at all times.

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Founded 1868

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will be the main feature of European existence within a short time.

"I have called the definitive terminology for this situation the 'Balkanization of Europe.' If Germany succumbs, Europe is too weak to resist. France might resist for a time, but not for long. That, then, is the situation under the uncertainty of the Treaty.

"I do not think that the Treaty will be revised within a short time, but I do believe that England and America will recognize that its execution must be modified. At present France appears to be the principal executor of the Treaty. England, absorbed by internal politics and industrial problems, leaves the execution to France. America stands aside.

"France wishes the reparation to which she is justly entitled. France needs and must have reparation for the devastation of her northern provinces. But France wants not only reparation and indemnity—she wants revenge. She must choose either between revenge or reparation. She cannot achieve both. Germany is far too weakened thus to pay doubly.

"Never in the history of 10,000 years was put a demand upon a conquered nation equal to that put on Germany when France asked for the extradition of all the responsible people of the war. Although this demand was altered, the immediate consequence to Germany was the military move. It strengthened the position of the militarists and weakened the democratic position of the people. However, I must say that the result strangely made this very happening a happy one. It is fortunate that it all happened (the Kapp militarist March revolution) and that an open conflict broke out. The position was exposed that the officers and the feudals were in opposition to the whole of the country. The result was the unrestricted victory of democracy.

"This means, without equivocation, that Germany really wishes with all its

will for quiet, and for an undisturbed, peaceful existence free from disturbing elements. But this wish does not necessarily mean that that wish will be granted. The difficulties are great.

"One supreme danger, in my belief, is Russia. Do not deceive yourself that Russia has not as strong an autocracy as ever. It is no less an autocracy because it has extreme social and radical institutions. It has, moreover, a strong army, the strongest in Europe. This danger is great, as well as the danger of propaganda. First Poland may go under, and then Germany. Germany is too weak to stand as the buffer, especially if difficulties with France increase. Otherwise we might stand against the pressure. The menace of the Russian militarist aggression against Europe may be postponed, but it is inevitable within the next score of years.

"In reconstruction, under the best of circumstances, production will be hard for Germany, but we have available the asset that our production methods are in advance of those of the rest of Europe. The world has been destroying production for five years—factories, mines, ships, everything. There will be a period of at least ten years until the world production will be normal.

"The war has completely reversed the positions of the producer and the consumer. The business problem formerly was selling. The struggle was to secure the customer. Today the consumer is pursuing the producer.

"Even in America production is not increasing as it should. The market is requiring more than is being produced. If that is your condition, think of Germany. Naturally our condition is far worse. Our factories are filled with orders. The workers are willing to work. But reconstruction is hindered by political disorder. The execution of the Peace Treaty remains a sort of internal war for Europe. Hope and salvation do not rest in this disorder. They lie in production."

Picking the Cup Defender

Concluded from page 681

and 30 seconds. Conditions were good, there was no fluke and the racing was over the actual course the cup boats must cover. However, in the trial races the *Vanitie* also made a fine showing, and on the day the *Resolute* broke the *Vigilant's* record, the *Vanitie* also was well within the old champion's mark. There will be changes in the rig of the *Resolute* this year and the boat should be minutes faster than in 1914 and a better craft than in 1915.

The latest challenger is the largest boat ever sent here in quest of the America's Cup. Her mast from deck to truck is 152 feet and from the water line to the cap is 159 feet. Above this the club topsail is set, carrying the sail twenty feet higher, so that in racing she will tower 179 feet above the water. The boom of the *Shamrock* is 90 feet, her gaff is 65 feet and her bowsprit outboard 9 feet. The yacht will carry more than 10,000 square feet of canvas, or 2,000 more feet than the *Resolute*.

Sir Thomas Johnstone Lipton, whose tremendous fortune is estimated at \$50,000,000, made in the tea, coffee, candy and packing business, is a thorough sportsman in every sense of the word, and it is possible that this summer he will win the honor he so long has coveted. He was born of poor Irish parents, and it is perhaps significant that his birth occurred in the year 1851, the same in which the *America* won the famous cup. Lipton was a nomad by nature, and after doing many odd jobs and working as a mes-

senger for a time in Glasgow, made his way to America. He was in Charleston in part of the reconstruction period, but later came to New York and then went to New England. On this side he studied Yankee methods and acquired some of the shrewdness of American business dealings, and then returned to his native heath. There he induced his father to open a small provision shop, but it was not until the youth had about exhausted his arguments that the elder Lipton consented to venture £80 in the enterprise. Young Lipton worked hard, and night and day, and from that humble beginning there was created a chain of stores which encircled the globe, there being, in 1900, a total of 420 Lipton establishments, sixty of which were in London.

Yacht racing is the most expensive sport in the world, not even excepting polo. In the last international cup races in 1903, for instance, *Shamrock III* had a bronze hull 104.37 feet in length, and that of the *Reliance* was four feet longer. Therefore the hulls alone of these yachts represented hundreds of thousands of dollars, and this was but one of hundreds of items of expense which had to be met.

"I've had many a try and many a defeat, but this time I think I have got them," said Sir Thomas in an interview given out in London recently. "I never bet a farthing on a yacht race. I never bet on anything. Whatever sport I engage in, I do it for the love of the sport. It would spoil my pleasure in any sport if I bet. However, I'd give my last shilling to win the America's cup."



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